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A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, 309 Broadway, New York.
Entered as Second Class Matter at New York, N. Y. Postoffice.

VOL. XXIX. — NEW YORK — APRIL 10, 1904.

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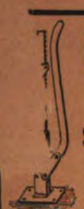
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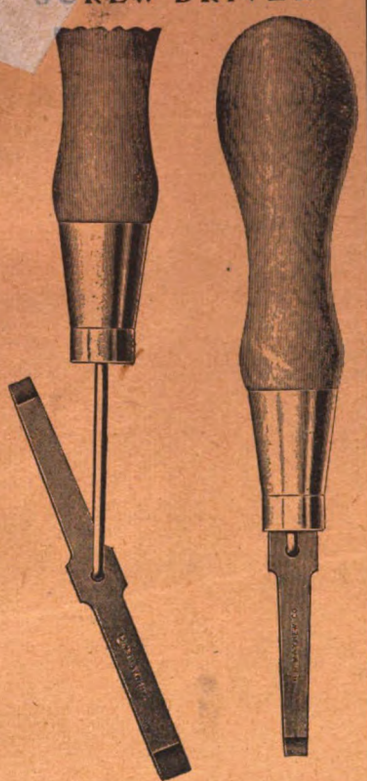
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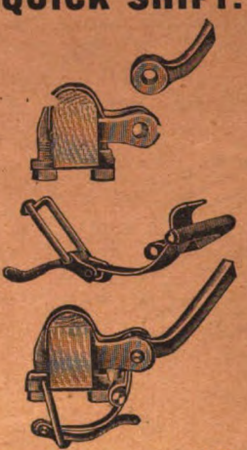


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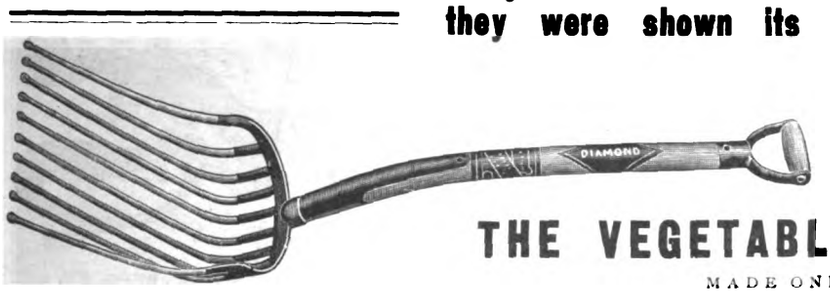
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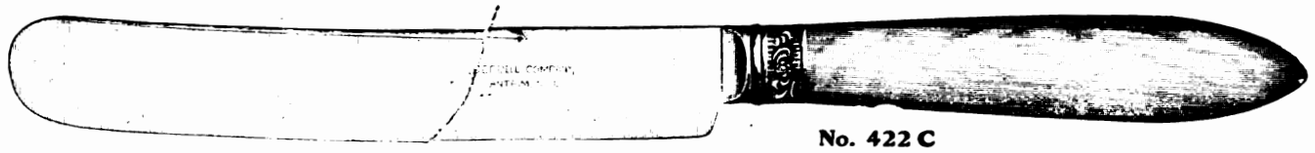
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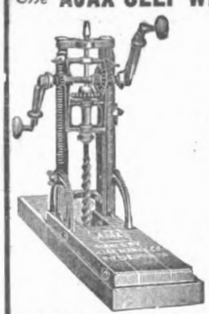
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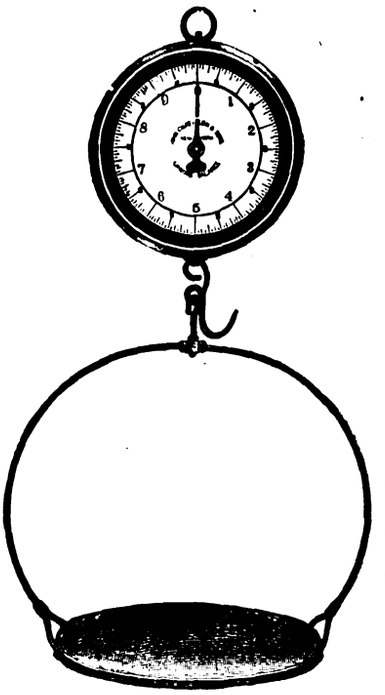
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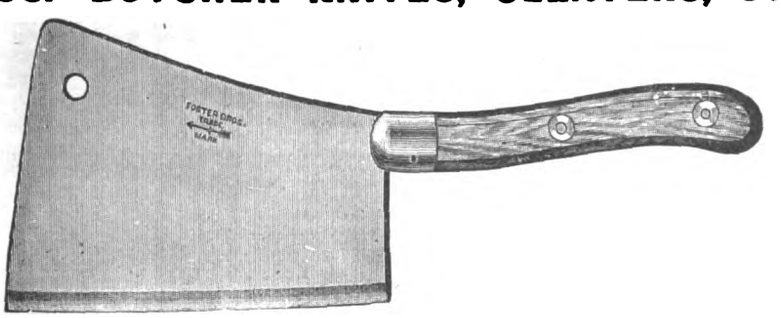


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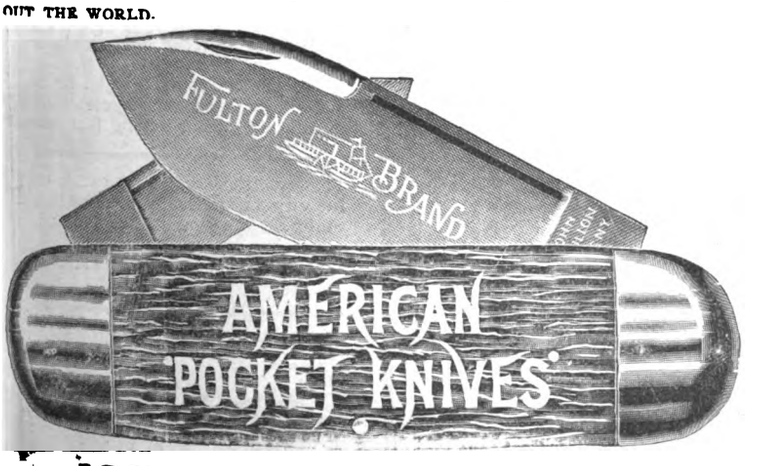


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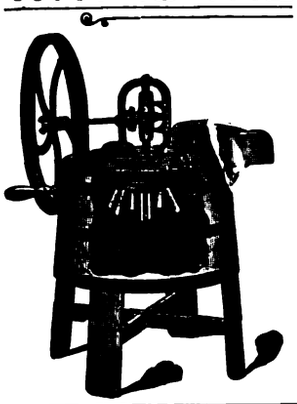
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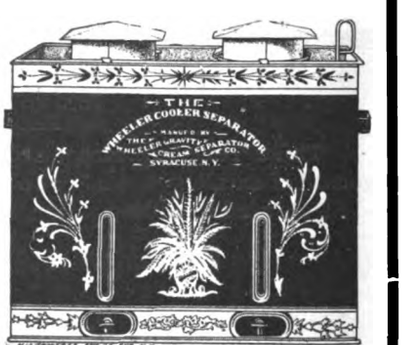
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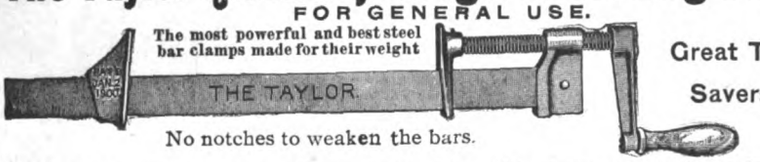
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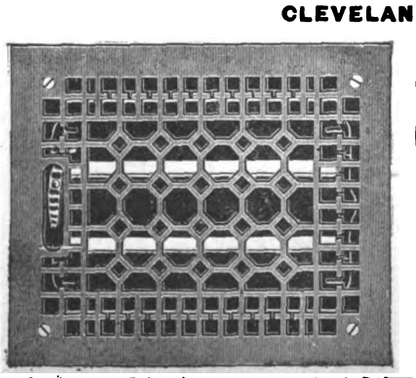
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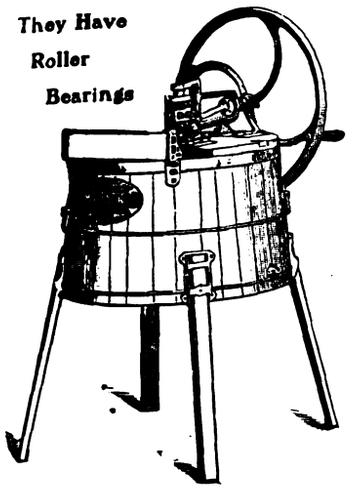


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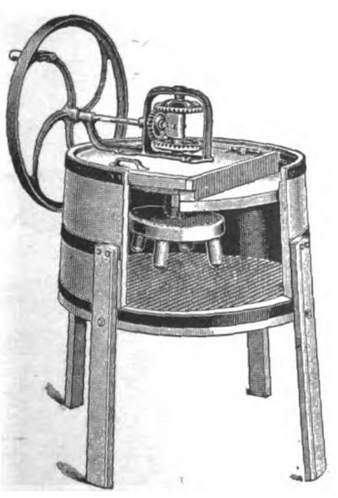
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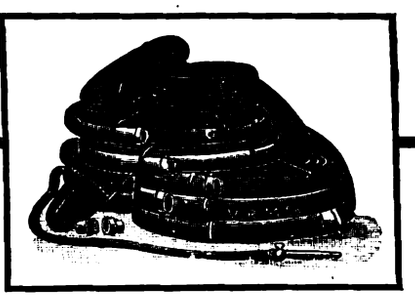
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Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,

CIRCLEVILLE, O.





Voorhees Rubber Mfg. Co.

JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

Catalogue and prices on application.

Chicago Store 175-177 Lake St.

American Sheet and Tin Plate Company

FRICK BUILDING, PITTSBURG, PA.

Successors to

American Tin Plate Company and American Sheet Steel Company

Manufacturers of all the various kinds of

Iron and Steel Sheets and Tin and Terne Plates

With which its predecessors have supplied the trade heretofore.

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE • • •

Champions, the

All Kinds of Wood and Steel Barrows.

World's Best.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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YOU!

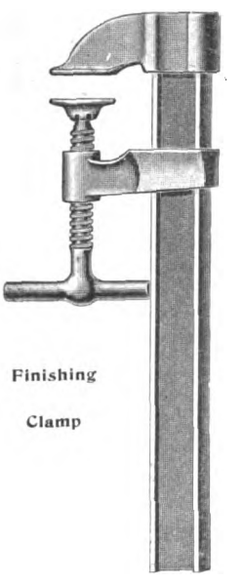
We mean you—have you ever investigated our complete line of Clamps?

Take, for instance, our

Finishing Clamp

None better made for general woodwork.

Note its movable head: it has decided advantage over the fixed head on some kinds of work.



Finishing Clamp

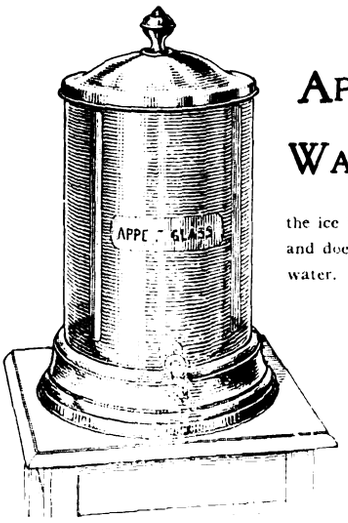
Let's send you our catalogue. It will convince you of the superiority of Colt's Clamps over other kinds.

BATAVIA CLAMP CO.
BATAVIA, N. Y.

ICE CONTAINS IMPURITIES

but in the

APPERT GLASS WATER COOLERS



the ice is held in a separate container and does not come in contact with the water.

This is only one of the

Many Good Talking Points

concerning Appert Glass Coolers. They are practically unbreakable and the metal parts rust proof.

OUR HANDSOME BOOKLET

tells all about Appert Glass and the many different articles we make from it. It will interest you. Mention HARDWARE when you ask for it.

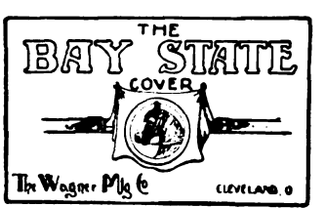
APPERT GLASS CO.

277 BROADWAY, NEW YORK.

THIS IS THE COVER



THESE THE BRANDS





Specially Prepared Brown Waterproof Duck Horse and Wagon Covers

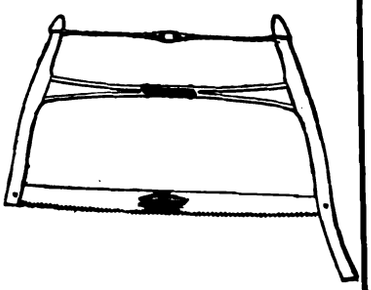
The Wagner Mfg. Co.

CLEVELAND, OHIO

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DISSTON Wood Saws

STRONGEST AND BEST ON THE MARKET



FRAMES { PERFECTLY SEASONED, CAREFULLY SELECTED LUMBER, OF A THICKNESS ESPECIALLY CALCULATED FOR STRENGTH

SHAPES { DESIGNED FOR EASE IN HANDLING, SYMMETRICAL IN ALL PROPORTIONS AND WELL FINISHED.

RODS { STEEL WIRE, THREADS SQUARE-CUT, LOOPS STRONGLY RIVETED WITH HEAVY HEADS. WILL NOT STRIP OR PULL OUT.

BLADES { FINEST QUALITY CRUCIBLE STEEL, CAREFULLY HARDENED AND TEMPERED, ACCURATELY GROUND, FILED AND SET.

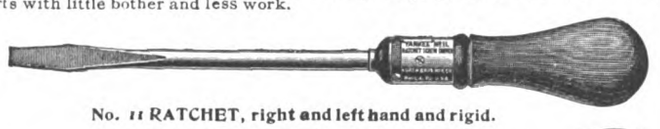
HENRY DISSTON & SONS., INC., PHILADELPHIA, PA.



"Lightning" "Gem" "Blizzard"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

"Yankee" Tools.



No. 11 RATCHET, right and left hand and rigid.



No. 30—SPIRAL RATCHET, right and left hand and rigid.
No. 31— " " (heavy pattern.)



No. 41—AUTOMATIC DRILL, 8 drill points in magazine.

"YANKEE" TOOLS are the newest, cleverest and quickest selling tools of the kind so far offered to the trade. They are simple in construction, strong, durable, do not get out of order, work smoothly and quickly, wear well. They are accurately made of the best quality of materials, handsomely finished, thoroughly tested and guaranteed as to quality in every particular. Sold by leading jobbers of hardware.

NORTH BROS. MFG. Co., Philadelphia.
New York Agents, John H. Graham & Co., 113 Chambers St.

FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S
CARRIAGE TOP DRESSING



Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.



FRANK MILLER'S
AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

AGENCY JOSEPH RODGERS & SONS, LTD.

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferio Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND.
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,



Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

PATENTS

promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. *Address*,

H. B. WILLSON & CO. Patent Attorneys
817 F Street West. WASHINGTON, D. C.

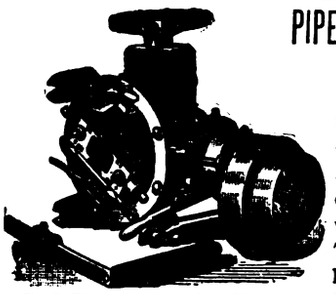
Consult the Molder
and you will handle the
DOBSON MOLDERS' TOOL.
Est'd 1886
WM. DOBSON
Canastota, N.Y.

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ARMSTRONG'S

PIPE THREADING AND CUTTING OFF MACHINE

For hand or power.



No. 0. Threading Machine, Power

This machine has many points of superiority. It is light, strong, compact and durable. Threads pipe from ¼ to 2 inches. All gears and moving parts run in oil, in a dust and chip proof case. The Die Head will not wear loose as in other machines. The machine be can instantly changed from hand to power. Write for complete catalogue.

The ARMSTRONG MFG. CO.,

New York Office, 139 Centre St. BRIDGEPORT, CONN

ESTABLISHED 1836. **ALFRED FIELD & CO.,**

93 Chambers and 75 Reade Streets, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

Messrs. Joseph Rodgers & Sons, Limited,	Best Cutlery in the World
Messrs. Joseph Gillott & Sons,	Best Steel Pens in the World.
Mr. L. Hugonit Tissot,	Best Plyers, Nippers, &c., in the World.
Messrs. T. U. S. Shear Co-operative Society Ltd.,	Best Sheep Shears in the World
Messrs. The Imperial Enamel Co.,	Best Enamelled Signs in the World.
Messrs. Webster & Horsfall,	Best Steel Wire in the World.

THE BEST GOODS ARE ALWAYS CHEAPEST IN THE END.



A Long (K) Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German,* a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.

The "Clark-Brown" Model Expansive Bits

Manufactured by R. H. BROWN & CO.

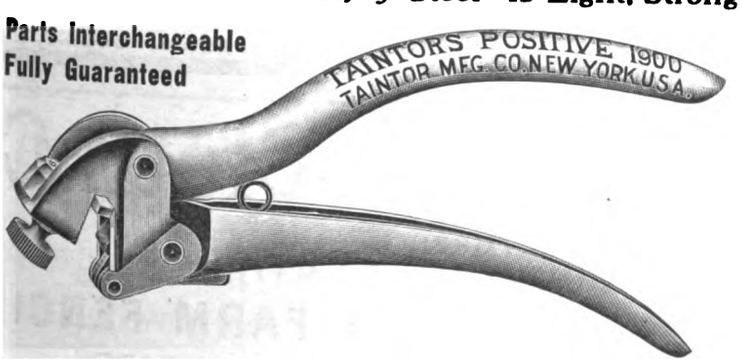


"Clark-Brown" Bits are fully warranted.

Taintor Positive Saw Set No. 1900

Made Entirely of Steel—Is Light, Strong and Durable.

Parts Interchangeable
Fully Guaranteed



Gauge Cannot Slip. Has but One Gauge to Set. Will not Slip on the Finest of Teeth. Any Setting may be Accurately Reproduced. Will not Break, Crack, Crease or Mar the Face of the Teeth.

SELLING AGENTS

John H. Graham & Co., 113 CHAMBERS STREET NEW YORK

118 Holborn, E.C., London, Eng. 123 California St., San Francisco, Cal. Copenhagen (Freeport)

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STERLING HACK SAW BLADES

STERLING HACK SAWS
SELL AND STAY SOLD
BECAUSE
SATISFACTORY TO USERS
ARE
SOLD ONLY AT ONE PRICE
ONLY
SOLD THROUGH THE TRADE
SEND YOUR ORDERS
TO

DIAMOND SAW & STAMPING WORKS.
BUFFALO, N.Y.
U.S.A.

SKEET METAL STAMPING, BLANKING, FORMING COMBINATION AND DOUBLE ACTION DIES made to order.



Our ability is the product of 25 years of experience. All work guaranteed.
HUNT & DORMAN MFG. CO.
15-31 Bright St., Cleveland, Ohio.

You take no risk on the quality.
We make only the best.

TRADE MARK REGISTERED.
BAEDER, ADAMSON & Co.
MANUFACTURERS OF
GLUE
SAND PAPER. EMERY PAPER.
EMERY CLOTH
CURLED HAIR.
FOUNDED 1888.
NEW YORK. BOSTON CHICAGO. PHILADELPHIA.

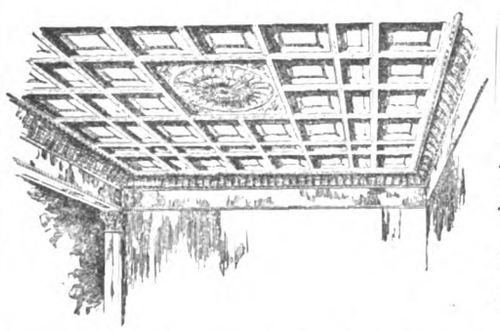
Sand Papers in Reams and Rolls
Flint Paper
Garnet Paper
Emery Paper
Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.
730 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

NORTHROP'S
Stamped Steel Ceiling

SILVER MEDAL, Paris Exposition, 1900



CHOICEST DESIGNS
EASILY APPLIED
Clean Cut Stamping
Well Painted and Boxed

THE HARDWARE TRADE SHOULD CARRY THIS IN STOCK

Metal Tiling for Kitchens, Bathrooms, Etc.
Copper Plated Steel for Vestibules, Lobbies, Etc.

SEND FOR CATALOGUE
Northrop, Coburn & Dodge Co.
40 Cherry St. NEW YORK

ADAM'S STEEL & WIRE WORKS,
Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.
Send for Catalogue.



W. J. ADAM, JOLIET, ILLINOIS.

New Jersey Wire Cloth Co.
MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.
TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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This back cover

of the June 27, 1903 Saturday Evening Post, together with strong ads in all the leading papers and magazines is what we did last year to help sell

Peerless Iceland Freezers

This year our advertising will be even stronger and far more extensive. Every woman who is in the market for a freezer is bound to see the Peerless Iceland advertisements, and "seeing" is "believing"—she will do as she is told, will "ask her dealer." So let every dealer prepare so as not to disappoint.

And *you*—ask *your* jobber.

DANA & CO., Cincinnati.

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BATES ELECTRIC AND WATER MOTOR FANS
ELECTRIC FANS
for Direct Current only, and for Ceiling, Column, Wall, and Desk
WATER FANS
FOR DESK COLUMN AND WALL
ALL AT MODERATE PRICES
ADDRESS
ILLUSTRATED CATALOGUE PRICES AND DISCOUNT SENT FREE ON APPLICATION.
THE D. L. BATES & BRO. CO.
No 15 KENTON ST., DAYTON, OHIO, U.S.A.

Besides
TACKS and NAILS
THAT CLINCH AND HOLD
WE MAKE
POST HOLE DIGGERS
FOR DIGGING HOLES
A POSTAL CARD BRINGS A CATALOGUE AND QUOTATIONS THAT INTEREST
Rockford Tack & Nail Co.
ROCKFORD, ILLS.

The Hardware Trade
Finds Profit in these Goods:
Dixon's Silica Graphite Paint
Dixon's Lubricating Graphite
Dixon's Graphite Greases
Dixon's Stove Cement
Dixon's Cycle and Automobile Lubricants
PRODUCTION CATALOGUE UPON REQUEST.
JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.



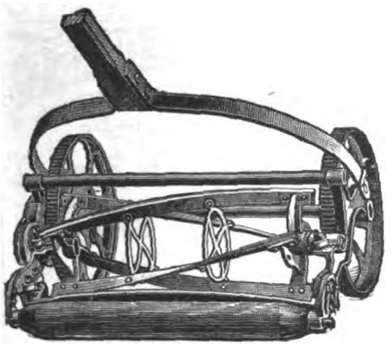
THE CHEAPEST GOODS are the DEAREST
THE BEST GOODS are
STOWELL HAY TOOLS
GET LATEST CAT. NO. 8
STOWELL MFG. & FDRY. CO.,
SO. MIL., WIS.

WOOD'S ICE TOOLS
FINEST QUALITY.
For ICEMEN, DAIRYMEN, BUTCHERS.
Send for 52 page Catalogue, edition A.A.
WM. T. WOOD & CO., ARLINGTON, MASS.

"Hold up! I'll take off my hat to the MYERS."
The name MYERS on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.
That's why "all Hats Come Off" when the MYERS come in sight and why *The Glass Valve Takes Competition Off Its Feet.*
THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS
MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.
Write for Descriptive Circulars to
F. E. MYERS & BRO., Ashland, O.
THE MYERS CUSHION TIRE STORE LADDER.

A Perfect Model
WRENCH OR
25 CENTS
$2.00 PER DOZ.
HAMMER
Ebony, Ivory, Coral or Amber handle, $2.00 per doz. Pearl or Stone Handle, $3.00 per doz.
We will send two dozen prepaid in a handsome plush lined cherry tray to any dealer, on consignment, to be returned at our expense if found unsalable. We could not do this if they were not the best selling novelty in the hardware trade. It costs you nothing but a 2c stamp to try them. Drop us a line and we do the rest.
Davison Mfg. Co. 112 Front Street, Brooklyn, N. Y.

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Style A.—The ONLY ALL STEEL Mower made in the world.

GENUINE

Philadelphia Lawn Mowers,

Exclusively first class goods.
More in use than all others combined.
Every mower guaranteed to the purchaser.

Send for Illustrated Catalogue; show 15 styles of Hand and 5 of Horse Power Mowers. : : :

PHILADELPHIA LAWN MOWER CO.

3101 to 3107 Chestnut St., Philadelphia, Pa.

WHEN WE SAY

these are the best ADVERTISED riveters on the market, we THINK we are telling the truth.



The "REX"



The "BEST YET"



The "PONY"

When we say they are the BEST hand riveters on the market, we KNOW we are telling the truth.

OF ALL JOBBERS. CATALOGUE ON REQUEST.

F. H. SMITH MFG. CO., Chicago, U. S. A.

COLDWELL LAWN MOWERS

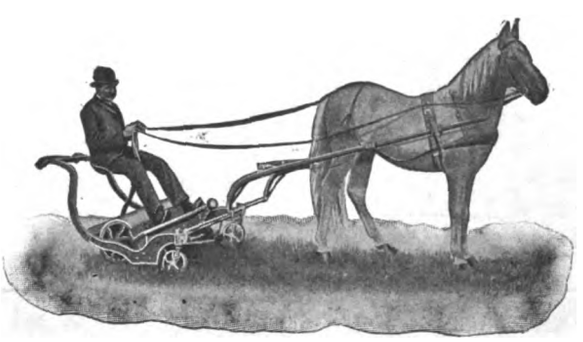
THE CITY OF NEW YORK

DEPARTMENT OF PARKS

Your Imperial Lawn Mowers, both horse and hand power, have been used exclusively on the entire park system of New York City for the last few years. I cannot speak too highly of them. They are easy running and durable. The first machines purchased from you five years ago have been in constant use and are still in good condition.

P. W. ST. JOHN,
General Foreman.

September 1, 1902.



Coldwell Lawn Mower Co.,

NEWBURGH, N. Y.

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PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
No E 90 AS SHOWN 24 LBS.
No T 90 WITH TIN SCOOP.
No 92 ½ BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.

BOARDMAN'S
SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT
TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE
ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.



BLACK SILK STOVE POLISH IS BLACK

BLACK SILK STOVE POLISH -- PASTEUR LIQUID
BLACK SILK STEEL RANGE GLASS

For Grates, Fenders, Stove Pipes, Registers, Hods, Sinks, Oil and Gas Stoves. Will stand any degree of cold and is not affected by heat; most brilliant and lasting enamel for iron ever made.

WHITE SILK METAL POLISH

For Cleaning and Polishing Brass, Copper, Zinc, Tin, Nickel and Silver, Harness Trimmings, etc.

These goods are NOT sold to Mail Order Houses or Department Stores. Your Jobber has it. Manufactured by

BLACK SILK STOVE POLISH WORKS
STERLING, ILL.



WE MAKE IT!

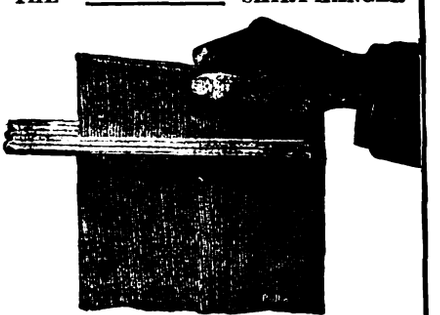
The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.
CHICAGO.

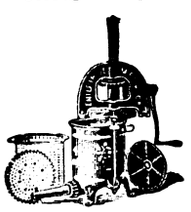
Large 10 oz. Can

THIS IS THE "PULLMAN" TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y

Sausage Stuffer, Lard and Fruit Press with Patented Corrugated Spout



8 Sizes and Styles

Meat Juice Extractor



No. 21 $2.50

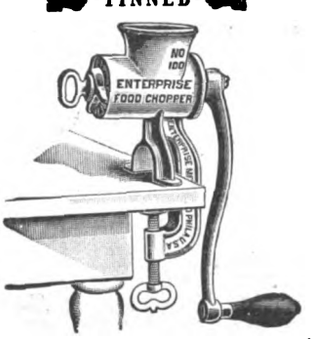
Bone, Shell and Corn Mill



No. 750 $8.50

N. Y. Branch, 10 Warren Street

ENTERPRISE
Food Choppers
TINNED



No. 100 *chops 2 lbs. of Meat per minute* $1.50
No. 300 *chops 3 lbs. of Meat per minute* $2 25

Four Knives with each Machine

Fine



Medium



Coarse



Nut Butter Cutter



Order from your Jobber — Illustrated Catalogue Free

The Enterprise Mfg. Co. of Pa.
Philadelphia, Pa., U. S. A.

Rapid Grinding and Pulverizing Mills
40 Sizes & Styles for Hand, Steam & Electric Power



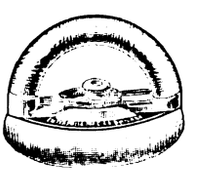
No. 3 $5.50

Raisin Seeder



No. 36 $1.00

Cold Handle Polishing IRONS



No. 82 $7.50 doz.

San Francisco Branch, 105 Front Street

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Make More Money

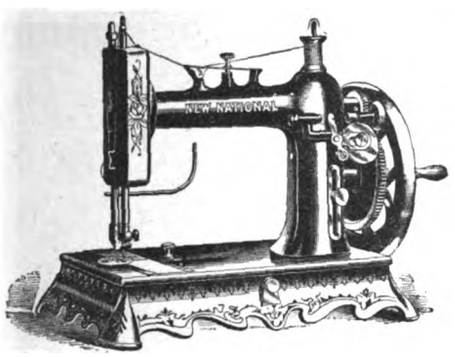


Rural Routes are going in all around you. New boxes are needed on old routes. You should get this business. You *can* get it with

Bates-Hawley Patent **SIGNAL MAIL BOX**

It is the original box for Rural Routes with special endorsements of Postmaster General. The best made, the best liked, the best advertised and the easiest sold.

SIGNAL MAIL BOX CO.
104, Benton St., JOLIET, ILLINOIS.



One of Many Models. Supplied with Wood Base and Cover when desired.



STYLE No. 118.
One of Our Many Models.

THE NEW HOME SEWING MACHINE CO.

Manufactories, Orange, Mass.

EXPORT DEPARTMENT: 28 Union Square, NEW YORK.

ESTABLISHED IN 1867.

MANUFACTURERS OF THE CELEBRATED

NEW HOME and NEW NATIONAL SEWING MACHINES.

THESE machines are constructed on the most approved mechanical principles and are marvels of inventive talent and constructive ingenuity. They have less working parts than any other, are strong, durable and easily understood and have all of the best improvements known to the sewing machine art. **Indisputably** the best for **Tucking, Ruffling, Hemming, Binding, Braiding, Quilting, Darning, Embroidering** and all kinds of **Fancy Stitching** and **Art Needle Work.** The machines which purchasers recommend to others.

SEND FOR CIRCULARS and Mention "HARDWARE."

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PADLOCKS. . .

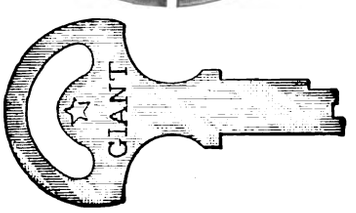


Smooth or Government Finish.

Furnished the U. S. Post Office Department for mail bags for nearly twenty years.

ALL PADLOCKS

made with four tumblers each.



WRITE FOR CATALOGUE.

THE SMITH & EGGE MFG. CO.,

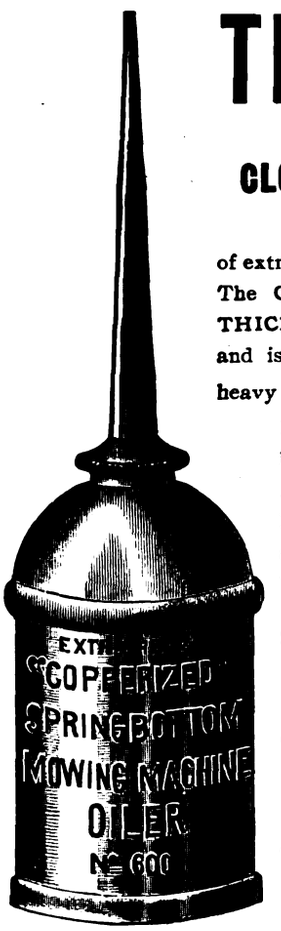
BRIDGEPORT, CONN.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

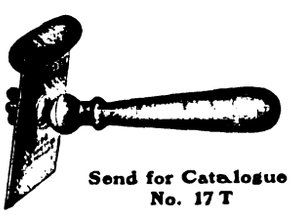
SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

STARRETT TOOLS

Universal Scraper



Send for Catalogue No. 17 T

¶ Has eight sharp cutting edges, any one of which can almost instantly be brought into use by means of the handle with its ball joint connection.

¶ To lock or release the joint, or place the blade at any angle, it is simply necessary to give the handle a slight turn. The wing nut is used when the blade is removed from the handle.

¶ The guard may be instantly slipped on or off either side or end of the blade, and enables one to use the tool with a firm grip, bearing on heavily or lightly as may be desired.

¶ It is the neatest, simplest and best all-around Scraper on the market.

The **L. S. Starrett Co.**

Athol, Mass., U. S. A.



WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

NEW YORK PUBLIC LIBRARY 311264 ASTOR, LENOX AND TILDEN FOUNDATIONS 1904

The Third Annual Convention of the Southern Supply & Machinery Dealers' Association will be held at the Hotel Chamberlin at Old Point Comfort, Va., April 12-14. The entertainment features will include a luncheon, reception and smoker; trolley ride, Old Point to Newport News and a visit to and inspection of the Navy Yards; also a boat trip to Newport News and points of interest. On the evening of the 13th a complimentary dance to delegates and visitors will be given by Manager George F. Adams of Hotel Chamberlin. Among the questions to be discussed at this convention is the following: "Is it not to the interest of the manufacturers, as well as to the dealers, for the manufacturers to establish minimum selling prices, and should not the dealers who maintain such prices be compensated by some rebate?"

✤

Topping Brothers, 92 Chambers Street, New York, have leased the entire building at 122 Chambers Street, from May 1st next, containing five floors and two basements, each 25 feet wide and running through the block to Warren Street. They will occupy it just as soon as the extensive repairs they are making in order to fit it for their large stocks of Heavy Hardware and ship chandlery, will permit them. The unexampled growth of their business has compelled this move and it will enable them to concentrate everything in one building, instead of as now having them in separate warehouses inconveniently located.

✤

The J. D. Warren Mfg. Co., Masonic Temple, Chicago, Ill., are desirous of securing the services of thoroughly experienced Hardware salesman to take entire charge of the company's elaborate display at the St. Louis Exposition. The company intend having a fully equipped model Hardware store on exhibition.

AMERICAN CURRENCY IN CANADA.

A special telegram to the *Halifax Chronicle* from St. John, New Brunswick, states that the clearing-house directors have decided to accept American currency at face value in all the city banks. Heretofore one-fourth of 1 per cent. discount has been charged. A bank manager, speaking of the new rule, said that the reason was that American money was supplanting Canadian currency here and limiting the circulation of Canadian notes. A great deal comes across the Maine border and finds its way into St. John. As a discount was charged at the banks, merchants used the American money to pay their help and thus its circulation was aided. Now the banks propose to accept it at face value and will promptly ship it to the United States.

THE IMPROVED PUTNAM HORSE NAIL.

The Putnam Nail Company, of Neponset, Mass., U. S. A., has always considered it of the utmost importance to have its nails drawn down on all four sides alike. This was the "hot process," and they have now adopted it in the "cold process." Anyone can readily understand that by drawing the nail down on all four sides alike with a drawing roll, the tenacity and holding power of the nail is greatly increased. Whereas, if a blank is made and the nail then produced by rolling down on one side only, the molecules of the iron are disturbed and the nail has not the same holding power. This can be illustrated by taking a piece of paper and running a sharp knife over it. It will immediately curl up, which shows that the molecules on one side have been disturbed more than those on the other. Now, the nail cannot curl up, but is held firmly in position; consequently, when this rolling process takes place, there has to be a breakage of the molecules and its tensile strength is diminished. The New Putnam nail seems to have all the advantages of the old, with the additional point that it is absolutely uniform both in set and finish, and that it is a fine driving nail. Inasmuch as the growing tendency is for the manufacturer to sell directly to the consumers, the jobbers and merchants gladly welcome this new nail, as it is sold only through the regular channels of trade. The company will promptly send samples and quotations upon request.

PRIVATE MAILING CARDS.

On and after July 1 next private mailing cards that bear the words "United States of America" will not be accepted at any post office under any rate of postage. This is pursuant to an order issued by Third Assistant Postmaster General Madden, as follows: "The law officer for this department advises that cards issued by private persons bearing on the address side the words 'United States of America,' are in 'likeness and similitude' of the regular United States postal card and therefore in violation of the law, and unmailable. However, in order to give owners of such cards reasonable time to dispose of those on hand, postmasters will accept them for mailing until July 1, 1904, upon payment of postage at the proper rates. On and after July 1, 1904, such cards will be treated as unmailable at all rates."

RHODE ISLAND HARDWARE DEALERS' ASSOCIATION.

The old Providence, R. I., Nail Association has been merged into the Rhode Island Hardware Dealers' Association, which has been organized so as eventually to include the retail Hardware dealers of all Rhode Island. The Nail Association which has been in existence about 20 years, included in its membership retailers of Pawtucket and Central Falls, as well as Providence. No attempt was previously made to include other parts of Rhode Island. The reconstructed association is organized with a membership of about 20 houses that are located in Providence, Pawtucket, Olneyville and Central Falls. It is believed that this membership will be largely increased by additions from other parts of the State. The officers of the association are:

President, E. A. Loomis, Belcher & Loomis Hardware Co., Providence; Vice-President, W. A. Bosworth, Bosworth & Aspinwall, Providence; Secretary, F. T. Kelley, Barker, Chadsey & Co., Providence; Treasurer, C. H. Angell, Union Hardware & Electrical Supply Company, Providence.

The Executive Committee consists of the above officers and Frank Duffy, Duffy Bros. & Co., Pawtucket; John McGlinchey, Olneyville, and George P. Peterson, George P. Peterson Company, Providence. The annual meeting will be held in June.

THE NEOSTYLE WASHING MACHINE.

The Froelich Manufacturing Company, heretofore conducted as an individual enterprise by G. W. Froelich and at present located in the Muckle Building on Cleveland Avenue, St. Paul (Merriam Park), is now an incorporation and its output is to be largely increased. A new location has been secured to which the company will move its plant on April 15.

The company manufactures the Neostyle Washing Machine and when the factory is in complete operation, as it will be in the early Spring, it will turn out fifty machines a day. Four of the incorporators are residents of Merriam Park, viz: G. W. Froelich, John F. Hilscher, a St. Paul attorney; Hon. Grier M. Orr, judge of the Ramsey County District Court, and C. S. Bartram. Mr. Bartram, who is secretary and treasurer of the company, on April 1st will retire from his present position of news editor of *The Minneapolis Tribune* to assume the office and factory management. C. J. Lucken, a pioneer resident and banker of Cooperstown, N. D., is the vice-president of the company and also a director. R. N. Grady, St. Paul, is also a director.

The company claim for the Neostyle Washer that it is the only machine thus far invented that will wash any and every garment and thoroughly cleanse it, no matter how soiled it may be, without wear or tear of the article washed.

It is thoroughly protected by patents allowed by the patent office at Washington, which has approved the claims made after the most rigid examination of more than 3,700 washing machine patents.

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HARDWARE

VOL. XXVIII. APRIL 10, 1904. NO. 1

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made by New York Draft, Post-office or Expres Money Order.

Register your letters when you remit by cash.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post-office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,
309 Broadway New York.

CHICAGO OFFICE: 1115 Monadnock Block
Telephone: 2945 Harrison
C. H. GREENE, Representative

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. E. BOLLES, - - - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper n the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The variable weather we have had since our last issue retarded to some extent the free and full inauguration of the Spring campaign; but the opening of navigation in our immediate vicinity indicates more genial conditions prevailing in other directions that will have their bearing on the natural trend of trade for the season. To the Jobbing trade, prepared as they are with their weekly increasing supplies, trade seems a little backward if it doesn't show the customary eagerness at this time; but a week or two of April will doubtless advance trade conditions as far as appearances are concerned, and increase the halting confidence of those who expect congested conditions among the manufacturers; forgetting they have been spending considerable time during a year past in increasing facilities for turning out goods in excess of any previous period in their history, and consequently the amount of traffic doing to-day would bear a satisfactory comparison with the industrial output of only a few years back.

The fatuity of a number of sympathetic strikes affect local conditions in the building industry, so many individual lines of employment have been made through building so largely in steel construction, that a single division of labor can cry a halt to a dozen analogous branches of work needed to complete the enterprise. It would seem as though something were wrong which permitted the large industry of fireproofing the floors of a skyscraper to be controlled absolutely by the bricklayers, who create the conditions of stultifying the completion of a vast project, by the contention whether their Union shall be acknowledged and recognized as the only simon pure workmen who should control a class of work not requiring the skill of a long apprenticeship.

It was a great relief to the business section of the country tributary to the mining of Bituminous coal, that the labor scale formulated for the present year was finally signed, and the fear of another interruption of a possible lengthy period was placed beyond conjecture. The effect of this on similar disputes in other lines cannot but be of a beneficial character, and bring them to a settlement founded on common sense conditions, amenable to arbitration influences and not of an indefensibly autocratic character.

The statement was made in the recent report of the principal producer of wire products and including wire nails, that the orders on their order books yet unfilled were of much greater volume than ever before at this particular period of the year. This would indicate, in the absence of more definite information that other manufacturers of staple supplies were in a similar condition and that the halting requisitions of mid-winter were caught up at a later date, and will become an output governing Spring deliveries, fully up to, if not beyond the sanguine expectations of a good business in the near future.

The prevailing scarcity, through the booking of advance orders that claim the possible output of a factory, has made a number of lines so fully booked under obligational deliveries, as to stiffen the prevailing prices; and before the season is over will enable the jobber through inability to duplicate orders, to make a greater profit than usual in the shape of a bonus for his wise discretion in securing stock. Already this affects green wire cloth and poultry netting, some brands of lawn mowers, grades of shovels that have been cheapened by the breaking up of the trust; wire nails and other wire products. It isn't safe to encourage pessimistic views about purchasing supplies that your trade demands and expects you to furnish.

The Atlanta Conventions.

Up to the time of going to press with this issue of HARDWARE no official announcement concerning the rate to Atlanta for the May Convention had been made, although it is stated on good authority that the rate granted will be better than the usual one and one third fare for the round trip.

The announcement made in our March 25th issue concerning the special train to Atlanta has brought in a number of letters from all parts of the East and the general opinion seems to be that a fully sufficient number of reservations will be made to make up a good sized train.

The idea at present is to leave Jersey City (Pennsylvania Station) at about four o'clock Sunday afternoon May 22nd, arriving at Atlanta about the same hour on Monday. The Southern Railway will be used and every thing necessary to make the trip a pleasant one is promised by that Company.

It is expected that all arrangements both as to rates and the special schedule will be arranged in time for announcement in the April 25th issue of HARDWARE.

The Manager of HARDWARE will be pleased to send this information by mail as soon as arrangements are perfected, to all who will write him that they expect to make the trip.

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ON ADVERTISING SPORTING GOODS.

With the expansion and enlargement of the Hardware store that has been going on, during the last few years, many new lines of goods have been added. With this increased variety of stock has come the question of how best to advertise these new goods—the best methods to use by which people will know that these goods are in the Hardware stock —how best to reach the class of people who are interested in them.

The Hardware dealer finds that in many of these new lines added, there is a large volume of business done, at a small profit, and the goods easily sold; while when the margin is large, sales are small and some difficulty is experienced in making customers. One such line is sporting goods.

To the degree in which the Hardwareman is able to reach the users of sporting goods, will he find this line profitable and that branch of his business a success.

The Hardware dealer realizes that every householder may be a prospective customer for Hardware, for house furnishing goods, crockery, or for silverware. But the sale of sportsmen's supplies is limited to those who are interested in sports —or who may in the future become interested, and the advertising must aim to reach this interested person. Newspaper advertising is good. Such advertising, however, will reach only a small percentage of those interested. Nevertheless, display newspaper advertisements should be used, especially before and during the season when the particular kind of sporting goods are demanded—in the Spring and early Summer fishing tackle and base ball goods—mid-Summer, croquet, Hammocks, camp supplies, lawn tennis and golf goods, should be advertised—while in the late Summer and Fall, gun and gun goods and foot ball supplies should be exploited.

In newspaper display advertising, it is well to mention certain articles and give the price. There are still many men who think that all sporting goods are high priced; they might become shooters or fishermen if they only knew how cheaply an outfit could be bought. In ten years' time, no class of merchandise has been so reduced in price as has the line of sporting goods. Let the people know this. Newspaper displayed advertisements should be followed up with reading notices, such as the following:

"The Biggest Fish Ever Hooked could be successfully landed with the tackle bought of the Hustler Hardware Co."

"A Great Game of Base Ball. Such a game would be easily played and easily won by good players who were fitted out by the Hustler Hardware Co."

"Lawn Tennis is Popular, and would be even more popular if every one only knew how cheaply a good racket could be bought from the Hustler Hardware Co."

"Take a Little Tackle With You. Nothing will add more to the pleasure of your vacation than to have a good fishing tackle outfit from the Hustler Hardware Co."

"When in Doubt, as to where to procure sportsmen's supplies call on the Hustler Hardware Co."

"For That Tired Feeling Play Golf. Out-door exercise is what the doctor says you need. Buy your outfit from the Hustler Hardware Co."

Such little readers will be found good business bringers. Advertisements in base ball programmes will reach a class of sportsmen. But of all ways of advertising sporting goods, the most effective will be found by means of a catalogue. The success of the catalogue houses demonstrates the value of this method of reaching buyers. It would not be a difficult matter for the city retailer who carries on a local jobbing trade to get up his wholesale catalogue with retail prices in the place of the old-time list prices. And in this way use the same catalogue for both wholesale and retail trade. With this catalogue as a basis the business can be easily and profitably increased.

A copy of this catalogue must be put into the hands of every sportsman in the city and vicinity. Now comes the way in which to get the names of those who are sportsmen. One of the best and easiest ways to get addresses of those interested is by getting these names from customers as they come in the store. For this purpose pads should be conveniently placed in the store—printed and ruled similar to this:

SEND SPORTING GOODS CATALOGUE TO

NAME	STREET AND NO.	CITY	INTERESTED IN
Jack Cobb	1724 Penn St.		Tackle

The clerks should make it part of their business to inform each customer that in the Spring the firm would issue a new catalogue of sporting goods—or if the catalogue is gotten out under different heads, as, Fishing Tackle, Base Ball Goods, etc., let the customer know this. That in the Fall a gun goods catalogue will be issued, as the case may be. And if the customer is interested in any of these goods, the catalogue will be mailed when issued. And if he wants a copy down goes his name on above list. The names thus procured will be an up-to-date list of active sportsmen. The rearrangement and classification of this list can be done by an office assistant, who can at the same time address the envelopes. The catalogues should be mailed near the opening of the season, and if possible a short, well-worded letter sent at the same time. In this letter call attention to catalogue being mailed, also to any new goods or novelties in the line.

It has often been said that all advertising is more or less a gamble—that it is difficult to see direct returns for money thus invested; this may be true in many cases, but the Hardwareman who carefully follows up this method of catalogue advertising of his sporting goods department, will see the returns by increased business. If advertising is a gamble, this catalogue advertising will be a gamble in which the merchant wins.

HAMMERNAIL.

OUR WESTERN OFFICE.

To better care for our steadily growing Western business, we have opened a branch office in Chicago, 1115 Monadnock Block, with C. H. Greene, our Western representative, in charge. Copies of HARDWARE and any information concerning rates, etc., desired by our patrons can be obtained at this branch office unless they desire to communicate with our home office direct. Our Chicago telephone is "Harrison 2945."

HARDWARE CLUB OF NEW YORK.

The new Board of Governors of the Hardware Club of New York, elected at the annual meeting Saturday, March 19, met Thursday evening, March 24, and organized for the ensuing year by re-electing the executive officers as follows: R. R. Williams, president; J. Leonard Varick, vice-president; Thos. F. Keating, treasurer, and Arthur G. Sherman, secretary. Two new governors, Francis B. Griffin and Henry L. Freeland, were elected to fill the places formerly occupied by Webster R. Walkley and George T. Laighton, both of whom declined a re-election. Resolutions were adopted expressive of the high regard in which Messrs. Laighton and Walkley are held by the club, and its appreciation of the value of their services during the long period of their identification with the Board of Governors.

DEATH OF W. H. STANTON.

William Hill Stanton, secretary of the Biddle Purchasing Company, New York, died very unexpectedly of pneumonia Sunday, March 27th, while on a pleasure trip to Bermuda. Being somewhat rundown in health, he had started on a little vacation accompanied by Mrs. Stanton, when he contracted a cold which almost at once, in his enfeebled condition, developed into pneumonia. Mr. Stanton was born in New York and was in his forty-sixth year. Soon after the beginning of the Civil War his father, Oliver H. Stanton, moved to Montreal, Canada, where the son remained until the latter part of the seventies, his father being in the real estate business. Coming to New York, W. H. Stanton was employed by C. M. Biddle & Co., Philadelphia and New York, and had been with that house continuously, with the exception of two or three years in the later 80's. Mr. Stanton was a favorite in trade circles from his refined social characteristics and genial temperament. He was of inflexible integrity and excellent habits; to a wide acquaintance he was always noted for his gentlemanly deportment and consideration. He was a member of the Hardware Club.

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Damage to Property.

QUESTION: I live on a large stream in Kansas. My neighbor up the creek was a road boss and had a swamp on his place. The creek overflows every once and a while, and would leave a pond on his place. To prevent that he had a deep ditch dug and an arch built in the road. He ran the ditch quite a way on my place, and then he filled the swamp on his place, which made the water run swifter than usual, because of the fall, and it washed the soil for two or three rods wide across the corners of a 12 acre field of mine as deep as it was plowed, damaging me to the extent of about $400. The creek overflows every year, but never before did it wash the soil off until my neighbor turned the current. What can be done for redress? Can I get damages or not or have the ditch stopped?

REPLY: From the statement of facts in your case, we are of the opinion that your neighbor cannot lawfully dig a ditch from his premises leading the water over your property, much less can he go on your property and build the ditch, as we infer from your statement of the facts your neighbor did. Although there is no rule of law to prevent him from improving his property by filling up wet and swampy places, still he cannot do so to your detriment. Furthermore, the creek may be considered a natural water course, and your neighbor cannot, even though he did so on his own property, build a ditch to drain his land and thus increase the torrent of water in the creek. If it was merely surface drain and your neighbor filled up his property, and without any other act on his part the water found its way on your premises, you would have no redress. But in this case he dug the ditch across the road to your property and also continued the ditch "quite a way" on your place to, we presume, a certain creek on your premises. In view of these facts, we believe that you would have two actions against your neighbor, one for trespass, because of his going upon your property and digging a ditch, and the other for a nuisance committed by reason of the increased flow of water in the creek caused by the emptying of the water of the ditch into the creek. The measure of damages in the latter case would be that which you suffered by the washing away of the soil. You may also have an injunction issued restraining the defendant from using the ditch.

Insurance—Avoidance of Policy.

QUESTION: Three years ago I insured my house. Last month it burned down and the company refused to pay the policy. The reason they gave for refusing to pay is that I had the house repaired last Summer without their consent. These repairs had nothing to do with the cause of the fire, and in fact made the property a better risk. Please advise me what are my rights?

REPLY: Your rights depend entirely upon the language of your policy. If it is what is ordinarily known as the "standard fire policy" you will find that it contains a clause which avoids the policy in case "mechanics be employed in building, altering or repairing the within described premises for more than fifteen days at any one time." This is probably the ground on which the company refuse to pay. You do not state the length of time consumed in repairing the premises, but if it exceeded fifteen days prescribed in the policy, and if the company has not waived that term of the contract or consented to the repairs being made, their contention is clearly correct. The fact that the repairs did not increase the risk or contribute to the loss is absolutely immaterial. Such provisions in an insurance policy are held to be warranties; and if they are not observed by the insured, he loses all his rights under the policy irrespective of whether his omission had anything to do with the loss. The rule is a harsh one, but it is well settled, and should emphasize upon the owners of property the necessity of carefully observing and abiding by the terms of their contracts of insurance. Of course, if your policy contains no such terms the fact that repairs were made would be absolutely immaterial.

Right to Double Commission.

QUESTION: I employed a man to sell my farm for me, agreeing to pay him a commission, if he affected a sale. He sold the farm for me and after the deed had passed and I had paid him his commission, I found that the purchaser had also paid him $100 as a commission on the sale. Have I any remedy?

REPLY: The law governing the right of an agent to double commission is well settled. It is that the relation of agent and principal is one of a strictly fiduciary character, and the agent has no power to make any gains by virtue of his employment other than his agreed commission. "A man cannot serve two masters" is as good a principle legally as it is morally and it has uniformly been held in all such cases that whatever profit the agent makes by virtue of his agency enures to the benefit of his principal. You have, therefore, a clear right to collect the $100 commission which was paid to your agent by the purchaser.

SIMMONS HARDWARE COMPANY'S NEW CATALOGUE.

The Simmons Hardware Co., St. Louis, Mo., have recently published and distributed to their trade one of the most complete catalogues they have ever published, covering the vast variety of goods controlled and sold by this important jobbing house. It is their "Catalogue F" and is composed of three volumes, containing in all 2,164 pages. The largest of the three volumes relates to the general line of Hardware and consists of 1,400 pages. One of the smaller volumes, No. 443, is devoted to high-grade Builders' Hardware and other goods used in connection therewith. Catalogue No. 444 comprises in its contents Tin and Enameled Ware, Stoves, etc., and other goods in this field of endeavor. The index is complete for every volume, and also shows the different catalogues in which color work has been used to make more prominent the goods represented, many of the goods being displayed, as nearly as possible, true to life, if one may use the expression. Among these may be mentioned Blue Brand Hatchets, Blue Brand Hammers; a horse collar pictured among the Harness goods is certainly fine, indicating to a remarkable degree the nature and quality of goods used. A color card of "Pennant" Paint, a color page of Banner Baby Carriages, Wonder Freezers, Refrigerators, etc. In two catalogues the Vandyke and Delft ware, which are illustrated on appropriate pages, show the actual colors of these attractive lines of goods. They even show in color a *facsimile* of their annual want book and their special mail order envelopes. In the Builders' Hardware Catalogue some of the leading designs are shown in actual colors, notably the Etrurian design, also plain bronze and old copper finish goods. One of the most interesting methods to a Hardware retailer is shown in the Builders' Hardware, where the different designs in Door Locks are shown on appropriate pages, while on the opposite page is illustrated the trimmings which go with each of these designs; thus making it an easy matter for purchasers to fit up the entire house with goods which will be in harmony. Pages are devoted to giving complete information regarding special lines controlled by them, including Keen Cutter Pocket Knives, Table Cutlery and Keen Cutter Carvers, Keen Cutter Razors and Razor Strops. A bird's-eye view is given of the various buildings occupied by their immense plant with detailed information concerning the various departments that form the complete system. It is very evident that neither time, labor nor expense has been spared to make this latest emanation from their perfect catalogue department a standard volume of practical information for the Hardware retailer.

He Went on Record Properly.

"One of my earliest law cases," said Senator Bacon, of Georgia, "was the defense of a negro charged with stealing chickens. I was making out pretty well until it came time for the negro to go on the stand. 'Are you the defendant in this case?' the other lawyer asked. 'No, sah,' said the negro, pointing to me; "there's the defendant. I'm the one that stole the chickens.'"

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RECENT TRADE PUBLICATIONS.

The Syracuse Arms Company, Syracuse, N. Y., are the authors of an extremely high-grade and artistic production in the form of a catalogue relative to their Hammerless Guns, which they illustrate with fine lithographs. This catalogue supercedes all previous ones, and quotations made since the issue of this book are based upon the list prices therein given. Realizing that the tendency of the purchaser is toward better and higher grade guns, the company are prepared to furnish five styles of strictly high-grade guns, cuts and descriptions of which will be found in the above-mentioned book. They state that the guns are made from the highest class of material, and as they are made to order, only the best workmen are employed in their construction; new methods having been employed in the manufacture of the "Syracuse." They also announce that in presenting this, their first large and complete catalogue, it is their aim to show the guns just as they actually appear. The cuts are made from photographs taken from regular stock guns, so they are, of course, in exact proportion. They have also endeavored to show, in a more complete way than ever before, the mechanism of the gun, as well as all parts used in its construction, which they have numbered and listed for the convenience of any one desiring to replace broken parts. The Syracuse Arms Co. desire enquiries and will cheerfully and promptly answer all questions.

The Simmons Hardware Co., Inc., St. Louis, Mo., manufacturers and distributors have sent out to the trade their catalogue No. 447, exploiting their complete line of Laclede bicycles for 1904, which they state are more attractive than ever. They are made by an independent factory, and the Simmons Hardware Co. control the entire output. They keep a complete stock of repairs for each model and can furnish them for years after the machine has been sold. Each wheel is rigidly inspected and thoroughly tested before leaving the Simmons warehouses. Any desired equipment can be furnished on any model regularly carried in stock. Some of the special features of the Laclede bicycle are the star ball retainers in hubs, hanger and head bearings; "Laclede" spindle hubs with knockout axles; flush head, new style "Laclede" triple plate fork crown; strong screw chain adjusters, and the "Laclede" coneless pedals. The book is well worth sending for, containing as it does 96 pages of bicycle information. Another of their catalogues for 1904 is devoted to baby carriages, refrigerators, ice cream freezers, boys' wagons, velocipedes, tricycles, etc., all of which are finely illustrated and comprehensively described and are accompanied by list prices.

The Power & Mining Co., 52-54 William Street, New York, are the authors of an extremely high grade pamphlet neatly bound in green, printed on heavy plate paper in clear handsome type and illustrated with extra fine engravings of their gas engines. In this book they offer for the consideration of the trade the Crossley Gas Engine. The company are confident that in offering these engines to the purchaser, they are furnishing a gas engine which has been thoroughly tested in practice, and may be safely accepted as embodying, in every particular, the highest degree of excellence. They claim it is much more simple, and requires less skilled attendance than any high grade steam engine. As a practical demonstration of this the company call attention to the fact that many of them are in daily and successful operation at mining plants in the Western States and in the Republic of Mexico, points far removed from the centres of skilled labor. The above mentioned catalogue is the finest specimen of typography we have had the pleasure of reviewing representing this class of goods, and will be sent upon request to those interested.

The Elliott & Reid Company, Richmond, Ind., have recently mailed to their patrons a neat envelope size pamphlet of 41 pages, descriptive of their Royal Steel Spring Fencing, which gives exhaustive information on this subject. It is a woven fence, differing from any other heretofore offered to the trade, made in different heights and number of cables according to the purpose for which it is to be used, such as for hogs or sheep, up to the higher fencing necessary for cows or horses. The special practical feature connected with their fencing is the "knot and kink" used in the construction which the company state, are the life of the fence. Together with the above mentioned catalogue, the Elliott & Reid Company issue a very large circular very clearly showing the construction of their fence. The company announce that the sole object of handing this circular to the trade is to interest them in the exclusive sale of Royal Spring Steel Fence in their respective territories. The agency has never been offered before. This looks like a good opportunity for some dealers, and the company contract to do all they can to aid those who will take it up.

The Lefevre Arms Co., Syracuse, N. Y., are placing before the trade an extremely neat little pamphlet catalogue of envelope size portraying the excellencies of the features pertaining to the Lefevre gun. They claim that no better gun can be built than their "Optimus," and they describe it as follows: "The material used and the workmanship employed are of the very highest grade; the barrels are of St. Joseph Whitworth fluid compressed steel or of the highest grade of hard English Damascus steel; the stock is of superior French walnut selected with great care to produce the finest effect in coloring and figure; straight grip, one-half or full pistol grip with horn cap; gold plated triggers; horn or skeleton butt plate, Lefevre full compensating action, engravings of special designs in gold, and of the very highest class of engraving. Superb checkering and perfect finish. Fitted with automatic shell ejector; ten, twelve, sixteen and twenty gauge. Many other styles, each as high grade in its class as the above, are illustrated and described.

The Wire Goods Company, Worcester, Mass., have sent us a copy of their Export catalogue being a selection of goods from their general line especially adapted to the export trade. They have recently issued their new catalogue No. 5 containing 182 pages devoted to general wire Hardware, including bright and brass wire, coat and hat hooks, ceiling hooks, garment hangers, house furnishing goods, wire nails, tacks and staples, novelties and specialties in wire. The above firm devote themselves to goods made from wire and keep in stock at all times upward of 3200 different articles. The firm will be pleased to send to those interested a copy of this last mentioned catalogue upon receipt of fifty cents to cover transportation charges. Included in the contents of the Export catalogue are polished steel hooks with and without screw eyes, double jointed chain, sash irons, brass screw hooks, cup hooks, finger nail trimmers and cutters, drawer pulls, elastic steel door mats, sink, brush and dish washers, fly killers, pot chains, etc., etc. This book has a handy index, and also contains a complete list of all the goods in their catalogue No. 5.

The Branchville Ice Tool Works, Geo. B. Gruman, proprietor, Branchville, Conn., have recently issued an attractive catalogue of 28 pages relative to their ice tools, which catalogue displaces all former editions. For those engaged in the ice-cutting business the book will be found most valuable, as it gives in detail a guide as to just how to get your tools in good condition before commencing operations. Included in the contents of their catalogue, illustrated and priced, with full descriptions are filing plows and markers, patent sulky snow scrapers, snow ice planes, scoop scrapers, foot scrapers, ice saws, grooving forks, chain scoop net, grapples, feeding forks, ice tongs, axes, cleavers, wagon scales, house and car runs, hoisting top and wharf gins, refrigerators, etc., etc. This firm have also printed a catalogue with prices of Spring and Summer ice tools. These two catalogues will be mailed to dealers upon request for same.

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HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED MARCH 22, 1904.

359,704. FAUCET FOR OIL CANS, George W. Banker, Brooklyn, N. Y.

359,705. HANDLED BLACKING BOX, Samuel M. Bixbie, New York, N. Y.

359,708. TUBULAR LANTERN, Isaac N. Buck, Elgin, Ill.

359,815. DOOR SECURER, Calvin J. Sargent, Methuen, Mass.

359,833. CLAMP, James M. Basinger, Buffalo, N. Y.

359,883. MANUFACTURE OF CUTLERY HANDLES, Isaac E. Moody, Northampton, Mass.

PATENTS ISSUED MARCH 22, 1904.

754,987. SAD IRON, Henry C. Fox, Louisville, Ky.

755,036. AUTOMATIC SIPHON VALVE, Arthur O'Brien, Chicago, Ill.

755,052. BLIND FASTENER, Henry A. Schmidt, Phoebus, Va.

755,058. DOOR STOP, John H. Shaw, New Haven, Conn.

755,136. SASH CORD FASTENER, George W. Howard, New London, Conn.

755,195. LOCK, Henry G. Voight, New Britain, Conn.

755,440. PLIERS, Herman E. Bonschur, Philadelphia, Pa.

755,490. SASH HOLDER, Dan O. Hiatt, Greenlawn, N. Y.

PATENTS EXPIRED MARCH 29, 1904.

359,993. TUBULAR LANTERN, Walter S. Burn and Earnest Schultz, Hamilton, Ontario, Canada.

360,029. SHOVEL OR SCOOP, Thomas Lees, Toronto, Ontario, Canada.

360,042. PNEUMATIC DOOR CHECK, Gustavus S. Perkins, Hartford, Conn.

360,159. SHAVING APPARATUS, Robert M. Keating, Springfield, Mass.

360,174. KNIFE POLISHER AND CLEANER, John B. Riley, Toronto, Ontario, Canada.

360,339. ARTIFICIAL BAIT FOR FISHING, William A. Cooke, Gaithersburg, Md.

PATENTS ISSUED MARCH 29, 1904.

755,607. DOOR HANGER, Frederick F. Bischoff, Chicago, Ill.

755,672. WASHBOARD, James B. Jones, Ardmore, Ind. Ter.

755,683. ADJUSTABLE FLOAT FOR FISHING, Corwin F. Miller, Wolcottville, Ind.

755,778. MOP WRINGER, James A. Hoyt, Scotia, N. Y.

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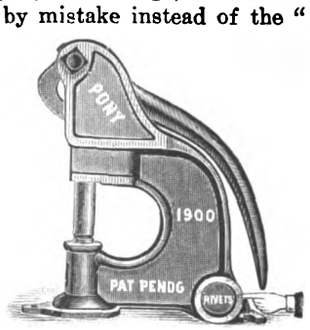
W. O. TALCOTT, 91 Sabin Street, Providence, R. I., manufacturer of the Wilson clinching, combination and Acme steel belt hooks, are distributing an attractive envelope size price list on these goods. The pamphlet is illustrated through the entire 32 pages and is finely printed on coated paper. The Wilson Belt Hooks hold in the belt by the curved shape of the plate and the wedging of the teeth. As the teeth do not clinch, the belt can be shortened as often as required without destroying the hook, and are suitable for the heaviest work on cross or quarter turn belts. The teeth of the clinching belt hooks clinch firmly into each end of the belt, making them especially well adapted for rubber and all kinds of woven belting, and for leather belts running over small pulleys at high speed. The Combination hooks have a single row of teeth, being unequally beveled, which clinch automatically as they enter the belt. They also have a double row of straight teeth not long enough to clinch. They hold in the belt by the wedging of the teeth and the curved shape of the plate. As these teeth do not clinch, the belt can be removed, shortened and replaced at will. These hooks are smooth to handle and suitable for belts running over small or large pulleys at good speed. The Acme steel belts are inexpensive, and need no special tools or rivets to handle. They are quickly and easily applied, and as the teeth stand at an oblique angle on the plate, they do not weaken the belt. They are especially adapted for all high speed machinery. For further particulars regarding them, write for above price list.

COMPLIMENTARY DINNER TO WEBSTER R. WALKLEY.

An extremely enjoyable affair took place at the Hardware Club of New York on the evening of March 24th, following the annual election of officers by the Board of Governors. This consisted of a complimentary dinner which was tendered by the Board to the Hon. Webster R. Walkley, who had declined a re-election as one of the governors. Mr. Walkley was one of the chief founders of the Hardware Club, was one of its incorporators, and has been a member of the Board of Governors continuously for twelve years. He retired at the last annual meeting because he felt that he had put in his full share of work, and that the time had come to place the responsibility on other members. The dinner was a most successful affair, and was a great surprise to Mr. Walkley. The whole affair was in charge of Alfred D. Clinch, which was of itself a guarantee of success. The souvenir menu was appropriate and artistic, containing a portrait of Mr. Walkley, a sketch of his life and several of his poems. President R. R. Williams presided, and acted as toastmaster. The two set speeches of the evening were: "The Hardware Club," by Mr. Walkley, and "The Muse," by James H. Kennedy, ex-secretary of the club. The three new members of the board who had never before attended any of the governors dinners, Francis B. Griffin, Joseph Gales and Terence F. Curley, were introduced and made happy impromptu speeches. Addresses were also made by Ex-Presidents Sargent and Van Glahn, Vice-President Varick, Treasurer Keating, Secretary Sherman and other members of the Board. Tributes of sincere affection and respect were given by all the speakers to Mr. Walkley, and his eloquent response was full of feeling and heartfelt intensity.

THE PONY RIVETER.

In our issue of March 10th, in the advertisement of F. H. Smith Mfg. Company, of Chicago, the cut of the "Best Yet" riveter was used by mistake instead of the "Pony" riveter.



THE "PONY."

We give herewith an illustration of the "Pony" riveter, which, from the large sale with which it is meeting, is certainly a very convenient machine and an article which should be handled by all Hardware stores. Besides meeting with a very ready sale at home this machine is already finding its way quite rapidly into foreign countries.

SOME INTERESTING FIGURES.

The Bradstreet Co. has recently published a record that is quite interesting to business men generally. It shows that in spite of the wide-spread movement toward consolidation of industries, the number in business is constantly growing. There were 9,775 failures in the United States in 1903. This, however, is but seventy-six one hundredths of one per cent. The causes given for failure were: Incompetence, 2,002; inexperience, 627; lack of capital, 3,179; unwise credits, 332; failures of others, 278; extravagance, 88; neglect, 275; competition, 249; specific conditions, 1,638; speculation, 94; fraud, 1,013. Ninety per cent. of the failures were of those having a capital of $5,000 or less. Undue competition is given as the cause of but two and five-tenths per cent. of the failures, while incompetence is said to be responsible for twenty and five-tenths per cent. In other words, one out of every five business concerns fails through incompetency of management.

AUTOMOBILE AND BICYCLE EXPOSITION.

The seventh annual international automobile and bicycle exposition under the auspices of the Society of German Bicycle Manufacturers, will be held at the Crystal Palace, Leipzig, from the 16th to the 25th of October, 1904. Sewing machines, typewriters, cash registers, etc., will also be displayed.

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NEW GOODS AND SPECIALTIES.

THE DIME SCREEN DOOR CHECK.

This is one of the simplest and yet one of the most effective devices made to prevent the great annoyance of a slamming screen door and forms one of the special productions of the Caldwell Manufacturing Company, Rochester, N. Y. We illustrate the several positions that convey an idea of its effective utility. The operation of closing the door does not

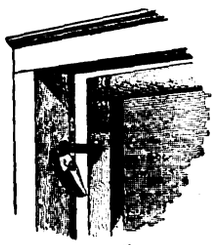


FIG. 1.

depend upon the momentum of the door as it must always work whether the door is opened wide or only partly open. The bumper is moulded rubber tapered to give the greatest amount of spring; it checks the door three inches from the

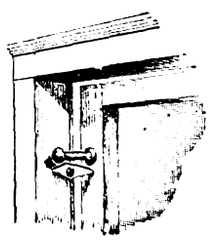


FIG. 2.

closing point. Fig. 1 illustrates the closing door bringing the plunger on the door in contact with the rubber bumper, throwing it up to a position as in Fig. 2; the door rebounds from the concussion and the rubber drops by gravity to the

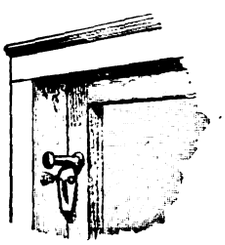
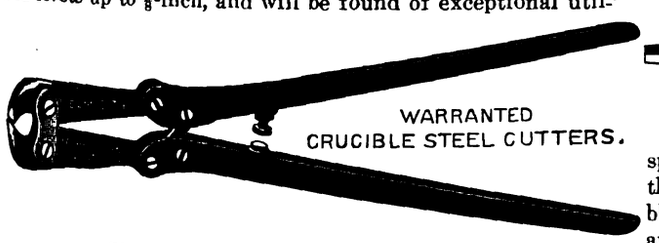


FIG. 3.

position shown in Fig. 3, thus allowing the door to close. They are distributed to the trade packed in attractive display boxes, and as the name indicates, they are designed to be retailed at ten cents a set.

ELM CITY END CUTTING BOLT CLIPPER.

The William Schollhorn Co., New Haven, Conn., are the manufacturers of the Elm City End Cutting Bolt Clipper which we illustrate herewith. Being of warranted quality, it is provided with crucible steel cutters, has japanned handles, and all parts are interchangeable. It is designed to cut bolts and rivets up to ⅜-inch, and will be found of exceptional util-

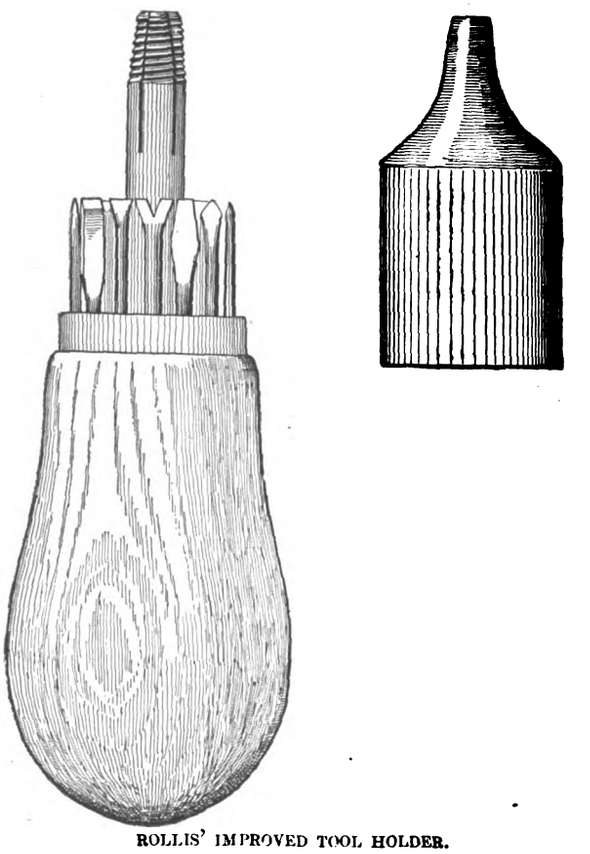


ELM CITY END CUTTING BOLT CLIPPER.

ity by saddle makers, to cut off the end of bolt, fastening check rein hook; also by boat builders to use on the bolts and rivets which fasten sides to the ribs and keel. It will prove serviceable to fire-proof lathing workers for overhead work, and to reach places inaccessible with other tools, and will be found a useful addition to a Hardware stock, as its great convenience appeals to machinists, wagon builders or blacksmiths generally.

ROLLIS' IMPROVED TOOL HOLDER.

The Rollis Hardware Co., 107 Chambers Street, New York, manufacturers of Improved Mechanics' Tools and Hardware specialties are the manufacturers of the improved style of Tool Holder, of which we give an illustration, which is of full size of article. This set consists of twelve tempered and hardened tools set in a highly polished cocobola handle.

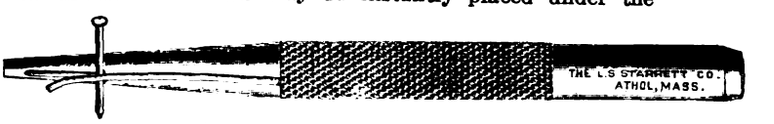


ROLLIS' IMPROVED TOOL HOLDER.

A groove in the handle permits the cap to be set inside of the wood, presenting when used, a smooth surface to the hand. The cap shown in the illustration is of steel, finely nickel plated and polished. It will be found there is less wear to the thread in this cap than is generally the case with those made of brass or other softer metals. Further particulars regarding this desirable tool may be obtained by addressing the manufacturers as above.

STARRETT'S NAIL HOLDER AND SET NO.119.

L. S. Starrett Co., Athol, Mass., are the makers of the finished Nail Holder and Set combined, which we illustrate in this article. The nail may be instantly placed under the



STARRETT'S NAIL HOLDER AND SET NO. 119.

spring in the lower end of the holder and there retained by the pressure of same, ready to be driven home. After one blow is struck, the holder is withdrawn and the nail driven in and sunk with the punch. This is rightfully claimed to be a great improvement over the difficult way of trying to hold a small nail between the thumb and finger at the risk of pounding them. The holder also admits of the nail being held to drive in places where the hand cannot go.

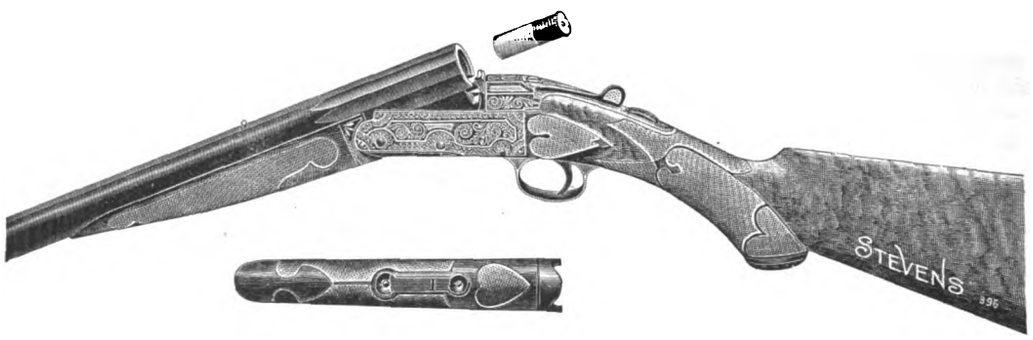
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HAMMERLESS SINGLE-BARREL GUNS.

The J. Stevens Arms & Tool Co., 245 Broadway, Chicopee Falls, Mass., and 98 Chambers Street, New York, are introducing the two new guns shown herewith—viz., Nos. 180 and 195 hammerless single barrel. The No. 180 will take the place of their No. 140, which was so popular last year. This new gun has a top snap, special "pyro-electro" steel barrel, choke bored for nitro powder, walnut stock, rubber butt plate, case-hardened frame, pistol grip checked and capped, with a patent fore-arm, checked. The cocking device in this gun is similar to the old Anson & Deeley, only much more simple and with fewer parts. This gun has a barrel cocking device and the shell cannot be inserted until the gun is cocked, hence is perfectly safe, and the entire parts, including the frame, are drop-forged throughout. This will be an ejector gun only and will be furnished in 12, 16 and 20 gauge, regular length barrels.



HAMMERLESS SINGLE-BARREL GUN. NO. 180.

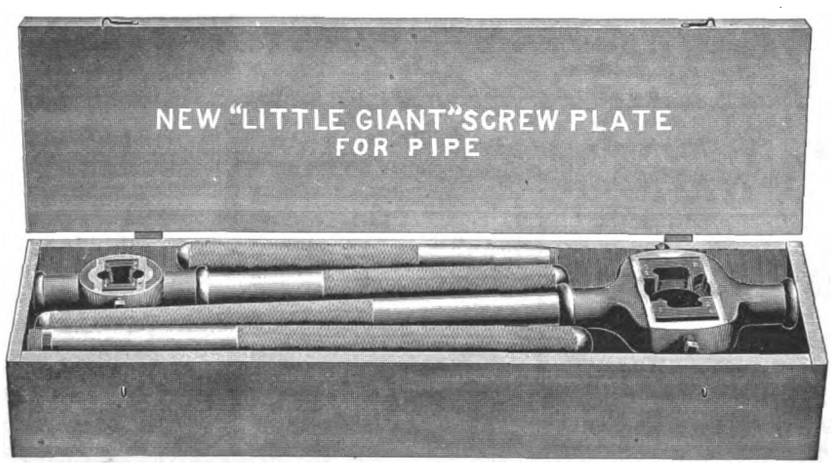


HAMMERLESS SINGLE-BARREL GUN. NO. 195.

The No. 195 the company believe to be the best and handsomest single-barrel hammerless gun on the market. It is a distinctive trap gun, made of high-grade material throughout, with a fancy stock, fancy checking and engraved frame, with a matted top rib and ivory bead sight, and weighs 7½ pounds. The No. 195 is finished in plainer finish if desired.

WELLS BROS. COMPANY PIPE STOCK AND DIES.

The Wells Brothers Company, Greenfield, Mass., are constantly improving, not alone the high grade tools with which their name has been identified for so many years, but also methods of packing in marketing the same, which are everywhere approved by the trade; assisting as such improvements do, in selling the goods, and facilitating the use and care of the appliances so carefully disposed of. In the illustration herewith is shown their method of packing their adjustable Pipe Stock and Dies with bushing guides. They make a large assortment of these Pipe Stocks and Dies at list prices running from $5 and up, which are rapidly superceding the old style of solid Die Plate as their practicability at once suggests itself to all users. Stocks are made of a variety of lengths so as to give sufficient leverage for the work required.



WELLS BROS. CO. PIPE STOCK AND DIES.

The company are confident their experience for years in the manufacture of thread cutting tools for both bolts and pipe, has demonstrated to them that a stock and die made on the principle of the one here illustrated, at a moderate price, will be appreciated by the mechanic who is looking for a serviceable tool. Their catalogue may be obtained for the asking.

The average fish-bone is easier to swallow than the average fish story.

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FULPER POTTERY CO.'S WATER COOLERS.

In the large and varied line of water coolers made by the Fulper Pottery Company, Flemington, N. J., are the two which we illustrate herewith, and which, from their perfect sanitary fitness for cleanliness, are exceedingly popular among the moderate priced articles of this description. Fig. 1 shows the Blue Mottled Cooler, which is handsomely blue



FIG. 1.

mottled with a richly brilliant glaze. The coolers, the manufacturers state, are especially burned and glazed to retain the cold conditions; they are provided with finely finished brass faucet handsomely nickel plated, or if requested, self-closing faucets will be furnished instead. Fig. 2 illustrates the Fulper Germ-Proof Cover Filter and Cooler, the filter being built to fit their line of Water Coolers, although any receptacle for storing water may be used in connection with this filter, even a 50-gallon barrel or larger tank. Every filter is



FIG. 2.

assembled and thoroughly tested before it leaves the factory, and is consequently warranted to be absolutely germ-proof. All parts are interchangeable, and a full stock of parts can be furnished by the Pottery at any time. This combination of Cooler and Filter shown in Fig. 2 is recommended by the makers as being especially adapted for hotel, restaurant and railroad use, for large families or where all the water for drinking and culinary use is to be filtered. By using separate Ice Chamber in the Cooler the filtered water does not come in contact with the ice.

BATES WATER MOTOR FANS.

D. L. Bates & Brother, Dayton, Ohio, are well known manufacturers of high-speed Water Motor Fans for office and domestic use, illustrations of two of which are presented herewith. In Fig. 1 is shown the Wall Bracket Fan, with adjustable ball and socket, so motor may be adjusted to throw air in any direction. Each fan is provided at the inlet with a threaded brass fitting, to which may be screwed the ordinary rubber hose coupling, or a permanent connection can be made at small expense. They are nicely finished in a combination of japan, oxidized copper and polished brass, and

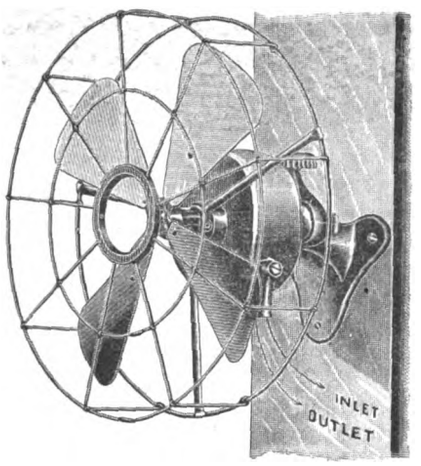


FIG. 1.

are made in two sizes, 12 and 16 inches. Fig. 2 is the Movable Desk or Counter Fan identically the same in point of construction as Fig. 1, but arranged to place on the counter or desk, connections to be made with rubber hose; or if desired, it can be set permanently on a shelf. These are also

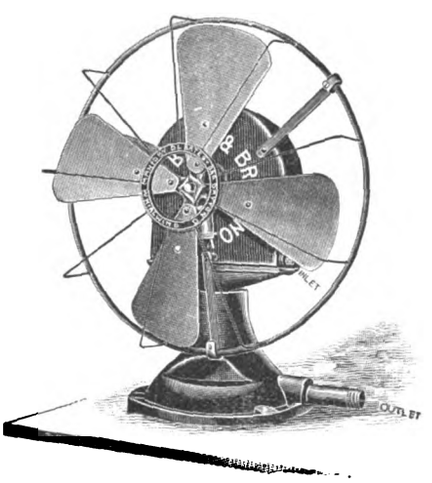


FIG. 2.

made in two sizes, 12 and 16 inches. The 12-inch fan will give 1600 revolutions a minute under 65 pounds pressure with 1-16-inch jet. The 16-inch fan under similar conditions will give 1100 revolutions; speed, of course, will vary according to local pressure, but results obtained are claimed to be far ahead of any other water motor fan. Write for circulars and catalogue giving further information.

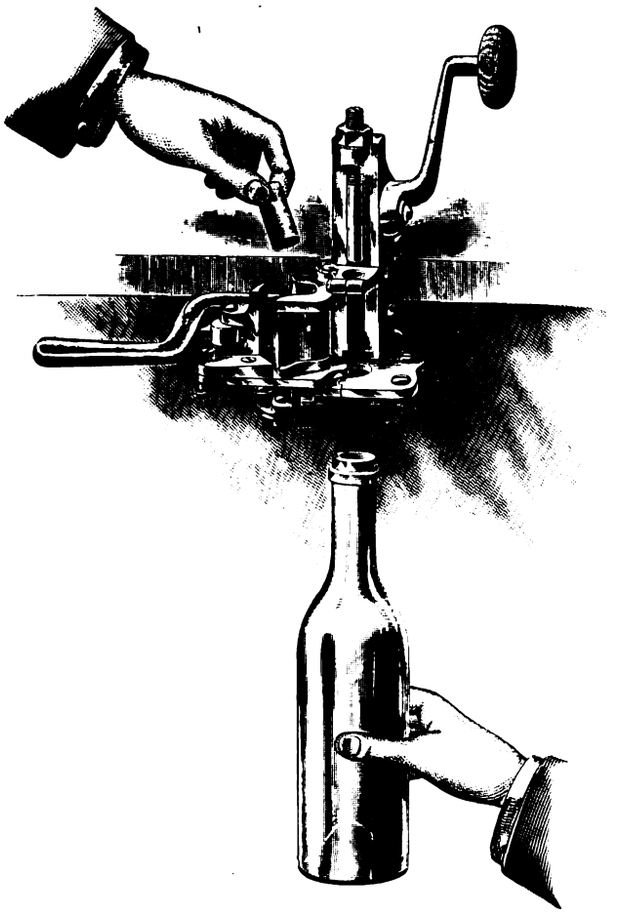
L. & I. J. WHITE CO.

The L. & I. J. White Co., 137-159 Perry Street, 53-93 Columbia Street, Buffalo, N. Y., in presenting their latest catalogue and price list, desire to call especial attention to the fact that their Edge Tools and Machine Knives have been manufactured and extensively used for nearly three-quarters of a century, and during this time their trade has steadily grown from a small beginning, until now they claim there are more of their goods sold than of any other manufacturer in their line, and are a recognized standard of excellence in the various markets of the world. They announce it is their intention to continue in the future, as in the past, to manufacture only highest grade of goods, fully warranted and at moderate prices. The above catalogue includes a full line of tools fully illustrated and listed, which the manufacturers will be pleased to mail upon application.

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"INVINCIBLE" HAND POWER BOTTLE CORKING MACHINE.

Hugo Reisinger, 11 Broadway, New York, is offering to those interested the bottle corking machine shown herewith. The illustration represents the machine attached to a solid

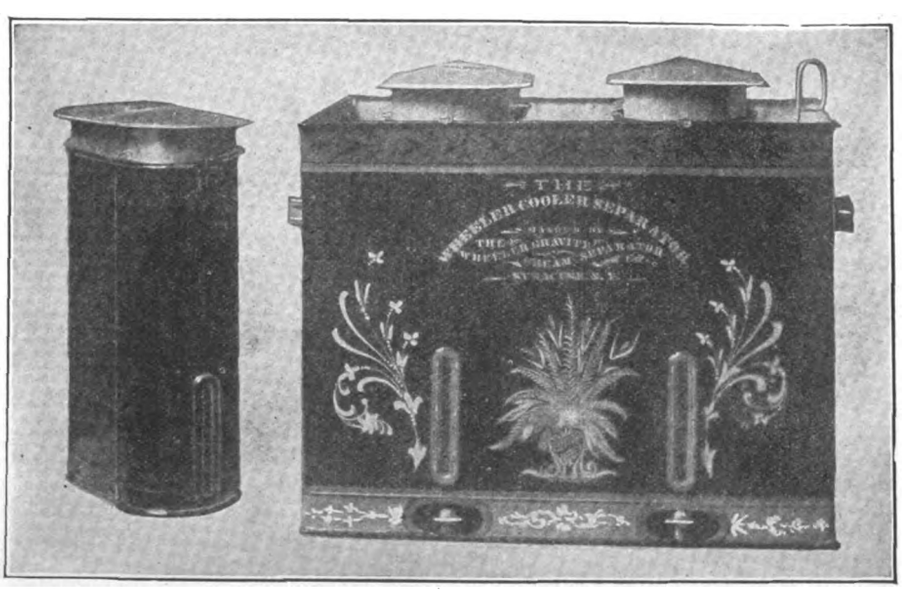


INVINCIBLE HAND POWER BOTTLE CORKING MACHINE.

bar or heavy table ready for operation, with the compressor open to receive the cork and the bottle holder open to receive the neck of the bottle. In operation a cork is inserted in the open compressor, while at the same time the bottle neck is inserted in the bottle holder. The operator, while holding the bottle with the right hand, closes the compressor with the left until it locks automatically. The cork is thus compressed, and the bottle is held automatically in position. The plunger is then brought down by moving the side handle downward, which forces the cork into the bottle. The plunger handle is now raised, the bottle held in the right hand and the compressor is opened with the left hand, leaving the machine ready to cork another bottle. Among the points of excellence referred to are the following: That the machine is suitable for all corks up to 2 inches long; that it may be used for corking all kinds of beer, liquor, wine and mineral water bottles, quarts, pints and splits; that the work of precompressing the cork is greatly facilitated by the side swinging cork compressor, which works entirely independent of the plunger movement; that practically no moisture or juice from the cork enters the bottle; that the simplified plunger movement doubles the power of leverage and effects a concentration of the force required to drive the cork into the bottle, saving time and energy; that the automatic bottle holder, constructed to grasp tightly, hold and center any size and shape of bottle, prevents all breakage, and that the machine is compact, weighing 7 pounds and being 7 inches in height; that it is simple in construction and convenient for use. Each machine is packed in a wooden slide cover box with excelsior and 6 boxes in strong shipping case.

THE WHEELER DOUBLE CAN CREAM SEPARATOR.

The Wheeler Gravity Cream Separator Co., Syracuse, N.Y., whose Gravity or Dilution Cream Separator has been on the market since 1897, has improved that article to meet the views of that class of farmers who do not like the dilution process, by the addition to the line of a Double Can Cooler, which is made oval in shape, the outer can being made from heavy galvanized iron, the two cans which hold the milk being formed in the same shape and constructed of heavy AA tin. The entire outfit is thoroughly painted two coats for preservation, and the outer can made especially attractive by being handsomely decorated. While the milk cans are rigid in their position they can be readily removed without further operation, by simply taking off the faucet. This arrangement is original with this company and has met with universal approval. The Separator is furnished with a well-shaped and perfectly constructed cover, which, when reversed, may be utilized as a strainer. The device for drawing off the water is claimed to be the most unique and perfect on the market. Among the many advantages of this cooler it is remarked that not only does it have double the capacity of the single one, but by its use the separate milkings can be placed in individual cans, so that milk may be allowed to stand any length of time desired. It is claimed that though a cheap and practical separator, with ordinary care it will last for years.

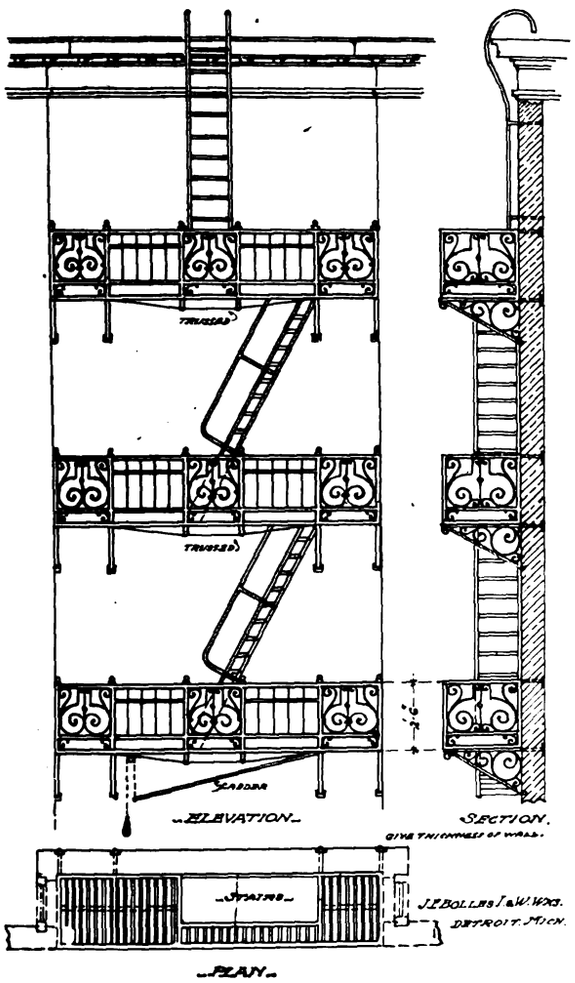


THE WHEELER DOUBLE CAN CREAM SEPARATOR.

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ARTISTIC FIRE ESCAPES.

In apartment houses as at present constructed with all the latest improvements and appliances, and this is also true of high-grade buildings generally, a demand is created for artistic iron work that has of late years taxed the inventive abil-



BOLLES ARTISTIC FIRE ESCAPE.

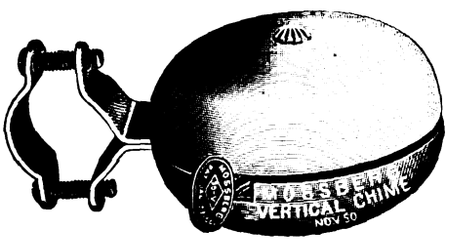
ity of the artificer in metal, to conscientiously supply, as representing advanced construction in that line. We present in the accompanying illustration an ornamental Fire Escape, suitable for the buildings indicated in the above remarks; this Fire Escape being one of a number of styles manufactured by the J. E. Bolles Iron & Wire Works, of Detroit, Mich., whose ability for finished products of this character is well known to many of our successful and leading architects. Parties interested in this class of Iron Work especially, should write this firm for their circular No. 10 H, which displays a fine variety of all wrought iron Fire Escapes, and merits a wide distribution among architects and builders who take a pride in their work.

NILES MFG. CO.

Niles Manufacturing Co., 14-16 North Canal Street, Chicago, Ill., have issued an attractive catalogue, the cover being all white, having the appearance of a pink watered silk ribbon about the middle of it, lengthwise of the book, and with an artistic monogram in an upper corner, and 1904 in a lower corner. The book is devoted to exploiting their Spring Hinges and Lavatory Door Trimmings. They also make other Hardware specialties. This is their catalogue and price list No. 15, intended for the use of architects, plumbers, Hardware dealers and marble works. The goods are well illustrated and are priced in each of the different finishes in which they are furnished. The company will also make special finishes to order. They announce that all orders received by them are subject to prices ruling on the day they are received, and also that their prices are subject to change without notice.

FRANK MOSSBERG CO.'S SPECIALTIES.

Frank Mossberg Company, Attleboro, Mass., has recently issued a 1904 catalogue of envelope size, devoted entirely to bicycle wrenches and bells. They also issue a special catalogue of sheet metal stamping punching dies, special tools and machinery, which they desire to send to dealers who have not yet received a copy. The most popular of their wrenches



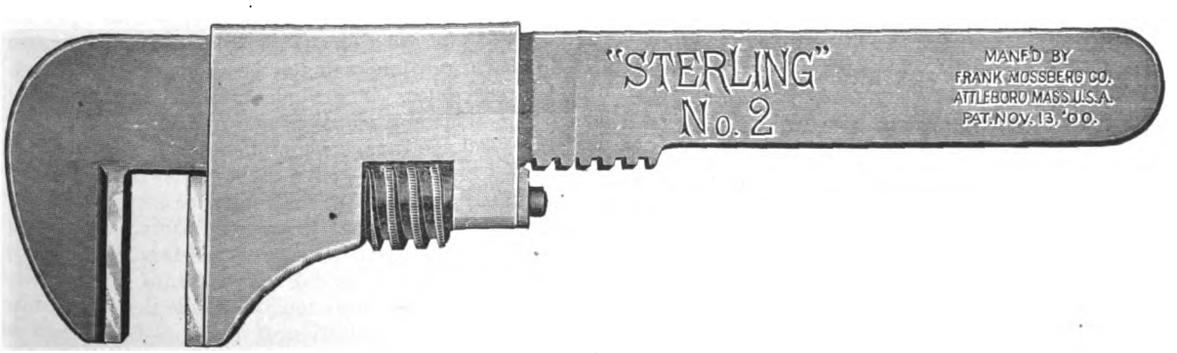
MOSSBERG'S BICYCLE BELL.

is their Sterling No. 1, because they claim it to be the best wrench of its class; it is furnished case-hardened and nickel plated or mottled finish, and is made to retail at 25 cents. The length of this wrench is 5 inches, weight 4½ ounces, thickness of jaw 5-16-inch and opens 1¼ inches. At the nominal charge of 15 cents extra it is furnished with a neat leather case. Superior features of the Mossberg chime tire bells, the makers claim, are that it can be operated on either front or rear wheel without extra fixtures; its unusually loud tone; has few parts; no spring is used in its striking mechanism; the friction wheel runs very easily and the slightest contact with the tire produces a clear resonant ring; and can be operated successfully while riding at any attainable speed. This is a very handy and interesting pamphlet, especially at this season of the year, and can be had upon request.

The Kicker.

"Who is that man inside the car raising such a racket?" asked the platformite. "Is he a stockholder?"

"No," responded the conductor, "he's a strapholder."—*Chicago News.*



MOSSBERG'S "STERLING" WRENCH NO. 2.

No Cash Here.

Moneybaggs—That cashier must be pretty well off by this time.

Witticuss—Yes; he's well off in Canada.—*Columbia Jester.*

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CONSULAR COMMERCIAL COMMENTS

COLORING TIMBER IN SWEDEN.

A remarkable invention, by which logs of timber may be colored right through in any shade desired, has been for some considerable time a subject of thorough experiments in this country. Fully satisfactory results are now attained, at least as far as alder, beech and birch are concerned. All the sap is expelled from the log, which is then treated with chemicals and, as the case may be, is made hard or soft, and one or more colors are pressed into the log.

By this process, the wood gets dry sooner than by ordinary ways of seasoning. It may also be rendered fire-proof by adding special chemicals, that is to say, it will only carbonize, not burn. It goes without saying that painting becomes superfluous when this colored wood is used; it only requires polishing in the ordinary way and retains, therefor, its natural structure, gets, as it were, a gayer and more vivid aspect than the dull appearance of common painting. The colors are absolutely free from arsenic and otherwise harmless, do not fade, and, of course, can not be worn off by rubbing or freeting, when used, for instance, for flooring.

Besides the cabinet making industry, this new sort of wood seems to be worthy of being largely used for wainscoting, pannelled walls, ceilings, doors, and otherwise fitting up of houses, as well as for finishing steamers, yachts and railway compartments. For export to the tropics it is useful to know that the dreaded white ant does not bite upon this wood.

A company is now in full swing turning out this new article, and their export business is in the hands of Alban Herlitz, whose offices are situated in the Rosenbad palace of Stockholm.—*Affarsvalden.*

PUMPS AND LAMPS NEEDED IN CHINA.

(*From United States Consul Gracey, Fuchau, China*).

Nearly all parts of China are greatly in need of better facilities for supplying the people with pure drinking water. In all the city of Fuchau, with its million of people, there is not a single pump, windlass, or other mechanical appliance for raising water from wells or bringing it from the river to supply the city. Every householder brings his own pail and rope by which it may be lowered into the well, and when supplied carries both away with him, so that a traveler must be the recipient of this hospitality or go without a drink. If the supply is brought from the river it is carried on men's shoulders, two pails being suspended from a bamboo carrying pole. There is no public water system in all Southern China. Some Japanese engineers recently made surveys with a view to introducing waterworks, but I am now informed that they have abandoned the project because of lack of encouragement or the least assistance from the local authorities.

Neither has this great city any system of lighting its streets or public buildings. Kerosene is being extensively used by the better class of Chinese, and there is a great demand for foreign-made lamps. Many of these are of very cheap quality, and are really unsafe to use. Most of the natives use small cups or tumblers about three-fourths full of oil, with a small piece of wood floating on the surface of the oil, through which a tin tube containing a round wick is placed. This is a very common form of lamp in which tea oil is burned, and is utterly unfit for kerosene. Many very poorly made foreign lamps are sent here, which are even more dangerous for use, as they are very poorly put together and the tops soon fall off. A really good low-priced lamp is desired. SAMUEL L. GRACEY, Consul.

BRITISH SAFETY-LAMP DEVICE.

(*From United States Consul Mahin, Nottingham, England*).

An invention which is claimed and currently believed to give absolute safety to oil lamps is being applied to practical uses in this country. The device consists of a circular metal box, the size varying according to the candle power required. In the box is a deposit of salt, over which is a layer of cotton waste specially prepared. Running through the cotton packing is an asbestos wick, woven by hand, which projects through an aperture, and which is practically indestructible and requires only occasional attention. By immersing the box in petroleum or paraffin the cotton waste absorbs the requisite quantity of oil in a few minutes through small lateral interstices. That accomplished, and the metal being dried externally, the application of a light to the asbestos wick produces a bright, steady white light, the candle power being in proportion to the size of the box, the consumption of oil being less and, accordingly, the cost being correspondingly cheaper than if the light were obtained from an ordinary lamp. Moreover, it is claimed, absolute safety is assured. The asbestine lamp may be inverted, may exhaust itself, may be thrown down or whirled about, but there is no danger, it is averred, as there is no free oil or oil gas that can be ignited, and consequently there can be no fire or explosion. The patent is said to be applicable to every species of lamp, from the modest night light necessary in the nursery, through the entire gamut of domestic illumination, to the drawing-room lamp. In the industrial world it would be utilized in every direction, especially where a bright, steady light is essential, such as engine headlights and lights on ships. The Great Northern and several Scottish and Irish railways are engaged in testing the capabilities of the new process with a view to its adoption in railway work. Every description of lamp—the bicycle lamp, the motor lamp, the carriage lamp, lamps for domestic purposes, lamps in mines—can, it is declared, be fitted with the asbestine patent, and oil of any flash point can be used with perfect safety and with the additional advantage of considerable economy. The problem of the safety lamp would appear to have been solved.

POPULATION AND RESOURCES OF BRAZIL.

(*From United States Consul-General Seeger, Rio de Janeiro, Brazil*).

A fair estimate of the population of Brazil—the official statistics vary—is 16,000,000, of which 1,500,000 are Italians, 1,000,000 Portuguese, 250,000 Germans, 4,000 English, 400 Americans, and about 20,000 of the various other nationalities. The average number of immigrants during the last three years was about 3,000 a year, the Italians predominating; the German immigration during the same time was about 200 a year. The Italians are considered as transient rather than stable, the majority going back to Italy as soon as they have acquired a competence. The Germans may be considered settlers. Nearly all are absorbed by agricultural pusuits, skilled laborers arriving here only in very insignificant numbers.

It may be stated right here that there seems to be a misconception abroad as to the resources of Brazil and the possibilities for immigrants. It is true Brazil is a vast country and to a great extent unexplored, but its climate and geological conditions can not be compared with those of the United States. The whole extreme north and middle north of Brazil is not adapted for European or American immigration, and the inducements offered to immigrants in the coffee States or the three southern States do not compare with those of the United States. There may be room for a moderate number of miners in the west of the mining State of Minas Geraes and for an increase of the farming population of the three southern States, Parana, Santa Catharina, and Rio Grand do Sul, but as long as in the north the United States has room for an addition of millions of producers, and in the south Uruguay and the Argentine Republic, with a climate much more congenial than that of Brazil, offer exceptional facilities to new settlers, immigration into Brazil, whether assisted or unassisted, must be comparatively insignificant.

♠

It takes a smart accountant to account for the shortage in his accounts.

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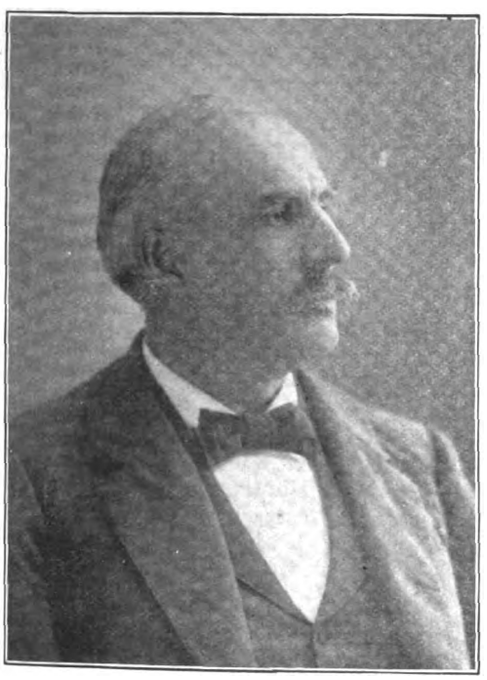
NATIONAL RETAIL HARDWARE DEALERS' ASSOCIATION

(Convention Proceedings, continued).

Wednesday Morning Session, March 23d.

The proceedings were resumed by the reception of the annual report of the National treasurer, A. T. Stebbins, which presented in detail the receipts and expenditures during the year. The report, which showed a balance in the treasury over $500, was referred to the Auditing Committee. In the report Mr. Stebbins, after stating that important Association work had to be neglected for the want of sufficient funds to promote it, urged that some action be taken to increase the income of the National Association for such purposes. A discussion as to the method of accomplishing this followed.

E. C. Atkins extended an invitation to the delegates to visit their Indianapolis plant, which on motion was accepted with thanks, and the hour for the visit was appointed for the following day at 8 A. M.



W. H. Tomlinson, Vice-President.

A permanent Transportation Committee, consisting of Dennis McLaughlin and F. F. Porter, of Chicago, and M. L. Corey, of Argus, Ind., was appointed by the president, to whom all matters for securing reduced rates for convention purposes and all other transportation matters should be referred.

Parcels Post legislation, now before Congress, and all matters relative to the same, was referred to the Committee on Resolutions.

Wednesday Afternoon Session.

An address on "National Insurance" was delivered by Vice-President C. H. Miller, as follows, in part:

Mr. Miller on Co-operative Insurance.

This matter of co-operative insurance is strictly a business proposition. When I am offered Hardware at 25 or 50 per cent. below what I have been paying, and I am satisfied as to the quality, I buy at the lower figure, don't you? The past experience of well conducted mutuals warrants the claim that

SUCH A SAVING WILL RESULT,

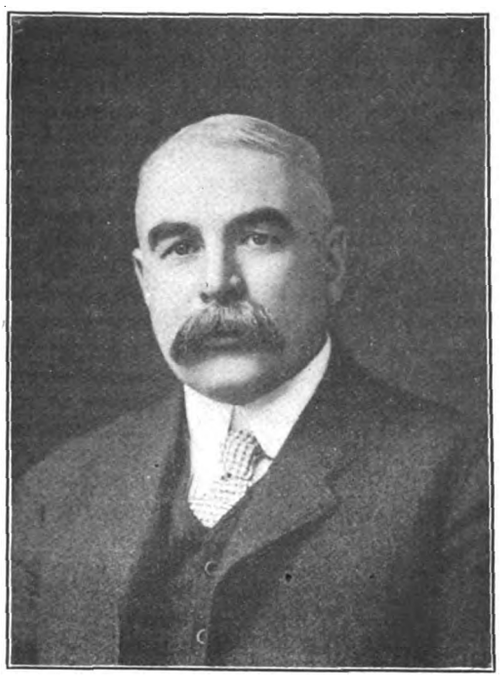
and for the following reasons:

1. On account of the risks being scattered, it is scarcely possible and highly improbable that more than any one risk is subject to the same fire. It is impossible for our company to suffer such a calamity as befell many companies at the great fires of recent years, such as Patterson, N. J., Waterbury, Conn., and, more recently, the city of Baltimore. It is only stock companies and mutuals conducted on an entirely different plan that suffer in such great conflagrations.

2. Class risks. Statistics show that Hardware risks are not so hazardous as the underwriters are wont to try to make us believe them, and for that reason we are suffering an unjust tax from stock companies.

3. Selected risks. That the members of the National Association comprise the better and more enterprising element of the Hardware dealers is evident, and since the insurance in this company is limited to association members, we at once confine our operations to the most desirable class of Hardware risks, and, further than that, every risk is subjected to the most rigid inspection by the Executive Committee, and I regret to say they have found it necessary to pass unfavorably on some applications.

With these three advantages—scattered risks, class insurance and selected risks—we have



A. H. Abbe, of Executive Committee.

AN ADVANTAGE IN FIRE PROTECTION.

which is impossible in stock companies as conducted to-day, whose plan is at best a betting that bad risks will not burn. I might also add that it is the intention of the speaker to take such steps as may enable us to employ certain simple fire preventives that may decrease the present hazard.

My remarks to-day would be incomplete indeed if I did not direct attention to the services rendered the National company by certain members. I beg to suggest the propriety of this meeting passing a resolution of thanks to be tendered to the seven Hardware merchants in Pennsylvania who formed a temporary organization of the insurance company and constituted their Board of Directors and officers, who held office until January of this year. In this connection I desire also to call attention to the signal service of one who has labored untiringly from the first, whose counsel was often sought and who was always ready to respond. I refer to W. P. Lewis, of New Albany, Ind.

Mr. Miller's report was adopted and he was tendered a vote of thanks, on motion of Mr. Hall, of Nebraska.

Thursday's Proceedings.

Quite a number of the delegates took the opportunity offered of visiting the saw works of E. C. Atkins & Co., at their invitation, and found the trip an exceedingly interesting one, so much so, it delayed the opening of the morning session of convention until 11 o'clock.

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The Auditing Committee reported on treasurer's report, which was found correct, and report was adopted as read and committee discharged.

In regard to advertising in convention programmes, some discussion was had and it resulted in a motion being adopted that secretaries be instructed to leave the general field of advertising as much as possible to the National manual, confining their solicitations for advertisements in State programmes to jobbers in their own States, jobbers doing business in many States, and manufacturers in their own States.

The Next Annual Convention to Meet at Minneapolis.

The first order of business for the afternoon session was the selection for the next place of meeting. Mr. Moys, of Colorado, presented the claims of the city of Denver; Mr. Digby, of McKee's Rocks, Pa., placed Pittsburgh in nomination; an invitation to select Detroit, written by the secretary of the Detroit Board of Commerce, was read by the secretary; C. A. Peck, of Berlin, Wis., spoke in behalf of Milwaukee. A number of Minnesota delegates presented the claims of Minneapolis in a manner so eloquent and convincing that that city was selected as the next place of meeting.

The Committee on Resolutions

reported the usual resolutions of thanks to all who had in any way contributed toward the successful outcome of the convention; acknowledging their manifold courtesies in an appropriate manner. Included in the several resolutions were the following:

Resolved, That a vote of thanks be extended to E. C. Atkins & Co. for the courtesies shown us in giving the members of the association an opportunity to visit and inspect their plant, which is one of the great industrial works of this city, and we also commend the stand taken by that company in marketing their products through legitimate trade channels—viz., the retail Hardware dealer.

Resolved, That a vote of thanks be extended the following-named members of the Pennsylvania Hardware Association: Jos. M. Selheimer, Jas. L. Kline, S. S. Bryan, Geo. V. Thompson, Harry Swank, C. H. Miller, Geo. W. Hackett, A. H. Kauffman, and others who rendered such valuable assistance to the Executive Committee in the organization of the National Insurance Association, and the secretary be instructed to transmit a copy of this resolution to each of the above-named gentlemen.

NATIONAL HARDWARE INSURANCE ASSOCIATION.

Resolved, That a vote of thanks is due and is hereby tendered to the officers and Executive Committee of the National Hardware Insurance Association for their untiring and successful efforts in launching the National Hardware Insurance Company, and we especially recommend this company to all association members as affording safe and reliable insurance.

We hereby suggest and recommend that some action be taken by the officers and Executive Committee whereby the National Hardware Insurance Association may contribute a just and equitable amount to the support of the National Retail Hardware Dealers' Association, and that in accepting business they keep strictly within the bounds of the constitution, and under no circumstances accept business from non-association members.

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TO MANUFACTURERS WHO SELL DIRECT TO CONSUMERS.

WHEREAS, As it has been called to the attention of this association that the manufacturers of Screws, Bolts, Tacks, Set and Cap Screws, Nuts, Washers, Rivets and kindred lines, are selling their products to the consumer at as low prices as can be obtained by the legitimate Hardware dealer; therefore, be it

Resolved, That it is the sense of this association, in convention assembled, that this practice works a very great injustice to the members of this association, and we would suggest that this question be referred to the officers and Executive Committee as a proper subject for conference with the manufacturers and jobbers.

The report of the committee was accepted and the resolutions adopted by a rising vote.

The Legislature Committee made their report.

Election of Officers.

The Committee on Nominations recommended the following members as officers for the ensuing year, the office of second vice-president having been newly created:

PRESIDENT, W. P. Bogardus, Mt. Vernon, Ohio.

FIRST VICE-PRESIDENT, W. H. Tomlinson, Le Sueur, Minn.

SECOND VICE-PRESIDENT, F. C. Moys, Boulder, Col.

EXECUTIVE COMMITTEE: T. Frank Ireland, Belding, Mich.; James L. Kline, Williamsport, Pa.; Frank F. Porter, Chicago, Ill.; S. E. Jones, Richmond, Ind.; A. H. Abbe, New Britain, Conn.

The report of the committee was adopted and the secretary was instructed to cast the vote of the association for the nominees.

Short addresses were made by the newly-elected officers, in which they thanked the association for the honor conferred upon them.

At a meeting of the Executive Committee held in the evening M. L. Corey was re-elected secretary of the National Association.

Previous to adjournment Secretary Corey took the opportunity of addressing the assembled delegates, and after explaining how difficult it was for the most talented and indefatigable of secretaries to keep in touch with the intricacies of a business so elaborate as the Hardware business, he urged all the members present to help in every way possible, by writing frequently to the secretaries of their State Associations, reporting anything that favorably or unfavorably affected the interests of the association or its vigilant members.

The convention then adjourned *sine die,* the date of next meeting to be decided upon and announced later.

Delegates Who Were Present.

The following delegates who were in attendance, answered the roll call.

ARKANSAS: C. E. Taylor, Little Rock.

COLORADO: F. C. Moys, Boulder.

CONNECTICUT: A. H. Abbe, New Britain.

ILLINOIS: Dennis McLaughlin, Chicago; F. F. Porter, Chicago; L. D. Nish, Elgin; Geo. Meyer, Peoria.

INDIANA: A. N. Shidler, South Bend; J. L. Fulton, Portland; Adam Stratman, Huntingburg; Chas. Hall, Indianapolis; Sharon E. Jones, Richmond; E. M. Bush, Evansville; M. L. Corey, Argos; W. P. Lewis, New Albany.

INDIAN TERRITORY: S. R. Frazee, Vinita.

IOWA: S. R. Miles, Mason City; L. Lindenberg, Dubuque; H. S. Vincent, Fort Dodge; Chas. Swaine, Council Bluffs; A. R. Sale, Mason City.

KENTUCKY: John R. Sower, Frankfort; U. S. Shacklett, Fulton.

MICHIGAN: A. J. Scott, Marine City; Frank M. Brockett, Battle Creek; T. Frank Ireland, Belding.

MINNESOTA: W. H. Tomlinson, Le Sueur; C. F. Ladner, St. Cloud; A. T. Stebbins, Rochester; C. D. Decker, Austin; D. H. Evans, Tracy; W. T. Cowing, Alexandria; M. S. Mathews, Minneapolis; Julius Schmidt, Wabasha.

MISSOURI: F. Neudorff, St. Joseph.

NEBRASKA: H. J. Hall, Lincoln.

NEW YORK: H. J. Knapp, North Tonawanda.

NORTH DAKOTA: C. N. Barnes, Grand Forks; H. F. Strehlow, Casselton.

OHIO: Geo. N. Meyer, Cincinnati; C. A. Hutsinpillar, Ironton; Frank Briggs, Delta; Frank A. Bare, Mansfield; W. P. Bogardus, Mt. Vernon.

PENNSYLVANIA: James L. Kline, Williamsport; J. E. Digby, McKee's Rocks; C. H. Miller, Huntington.

WISCONSIN: C. A. Peck, Berlin; H. L. McNamara, Janesville.

A Cataclysm.

Your making of "calliope" rhyme with "grope," Cyrenus, we might pass; but when you say—

"And in the moonlight, with eclat,
Proudly strikes the Angora cat,"

we must draw a broad and indelible line. Returned with thankfulness.—*Browning's Magazine.*

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JAPANESE HARDWARE.

Written for HARDWARE.

The Japs, the Yankees of the Orient, are sort of a compromise between New Englanders and Chinese as far as their Hardware is concerned. They have many tools and pieces of Hardware like those of the Yankees of this country, and other tools and Hardware which are used in a manner directly opposite to the American way, a practice commonly credited to our antipodes "The Heathen Chinese."

For instance, the Japanese have some hammers like those of American craftsmen, but their saws have teeth which are set exactly opposite to the set of teeth of American saws, and the Jap cuts wood by pulling the saw towards him. The Japanese plane, too, has its cutting edge set exactly opposite to the blade of the American plane, and the Jap carpenter shaves wood by pulling his plane towards him, instead of pushing it away from him, but, regardless of his peculiar methods, he can plane down a board surface as smooth as the top of a shiny bald head.

Probably the finest collection of Japanese tools and Hardware in this country is exhibited in the Peabody Academy of Science, in Salem, Mass. It was arranged by Prof. Edward S. Morse, a distinguished authority on Japan and its people, and part of it was loaned by the Educational Museum, of Tokio.

Of course, in these war times, the fighting Hardware is most conspicuous in the collection, and the armor and weapons of old Japan as shown in the exhibit stand out in marked contrast with the modern battleships, rapid-fire guns and up-to-date equipment with which the Japs are doing so much damage to-day.

The helmets, swords and guns of the old Japan appear to be a product of queer workmen. They are light, but of great strength, and the swords are wonderfully keen, like the Japs. The helmets are of many fashions, and are grotesque. They are all of iron. Some look like inverted dishpans, others like bird cages, one or two like a pie turned upside down, and one seems like a flattened out locomotive stack, it being four feet tall. Several helmets have iron face masks, with fiery mustachios, and a man behind one of them would make a terrible looking antagonist, especially as some masks have the features of the devil. But this grotesque horror of war has to-day passed into history with the Middle Ages of the European civilization.

However, the swords of Japan still remain, and some, which are said to be 700 years old, are as sharp as the day they were made, though they may have carved more than one unfortunate individual in their seven centuries of existence. These swords range in size from little ones about as big as a paper knife for "my lady's" desk, to great ceremonial swords 15 feet long. Most of the Japanese swords, however, are short and straight, like those which may be noticed in the comic operas of *San Toy, The Giesha Girl,* etc. These Japanese swords, of many sizes and weights, all appear to have an edge which would cut even a thick Russian. The Japs to-day use a sword like that of the American National Guards.

The guns of old Japan are by no means up to the modern arms of that country. A cannon of old Japan looks as if it had been rescued from a dump pile, and some rifles would have done for old Father Knickerbocker to have used on the troublesome redskins. Indeed, the guns suggest the Dutch of old New Amsterdam, and as well they might, for the Japs patterned them after the weapons of the Dutch traders, who invaded Japan, as well as America, in their days of naval strength.

But coming to the exhibition of the implements of the pursuits of peace, one is struck by the uniqueness of the Japanese tools. Many Japanese tools are like those of his American brother workman, though the Jap's kits lack the completeness, style and finish which gives the American kits their handsome appearance.

For instance, the Japanese carpenter's kit includes hammers, awls, chisels, adzes, pincers, rules and other implements like those of the American craftsmen. But the Japanese saw, and the Japanese plane, as before stated, are very different. The Japanese saw, besides having its teeth set in a fashion directly opposite to that prevalent in America, is mounted on a cylindrical handle as long as itself, and has no curious crooked handle as has the American saw. But the Japanese carpenter grabs the handle of his saw in both hands, pulls it towards him to cut. He holds his board in place, by the way, with his foot. The Japanese mechanics often strip to the buff, and then work like beavers. With bare feet and bodies, it is a wonder that they do not cut themselves more, especially in using their keen edged adzes, a favorite tool with the Japs.

The Japanese have no augers, or gimlets, and they make holes by the dexterity of their hands. They drive one of their awls into a board, and whirl it around by rubbing their hands back and forth on it, something like an American rolls tobacco between his hands, except that they press down on the awl all the time. In this way, they manage to bore a hole.

The Jap has no vise, but he uses a substitute made of a couple of boards and some ropes. Neither has he a square or a hundred other implements which American mechanics think necessary for their tasks. The Jap is, by the way, a natural born carpenter, and some families have been at the trade for generations, the children learning of their fathers.

An ink line is used instead of a chalk line by the Japanese carpenter, and his string pays out through a pot of ink.

The bamboo tree furnishes many nails for the Japanese carpenter, especially shingle nails. These nails are like big shoe pegs, and the Japanese carpenter fills his mouth with them, and feeds them into his hammer hand, while he holds the shingles in place with his other hand. The Japanese shingle hammer has a flat head, and the Jap drives in the bamboo nails by a pushing blow, bending them over to make a head.

As honesty, and consideration of another's property and person is characteristic of the Japanese, locks, bolts and bars are few in the Flowery Kingdom, though some brass and iron locks are shown in the Morse collection. Hinged and latched doors are also uncommon in the Yankeeland of the Orient, for screens serve the purposes of doors. Nor are a hundred and one of the so-called modern improvements, deemed indispensible by the American, to be found in Japanese homes, for the Japs live simply, but with neatness that approaches the immaculate.

Some curious looking scissors and knives and a few wooden frames are the chief tools used in the manufacture of the queer Japanese paper lanterns, so common to American fetes. The Japanese scissors are of one piece, with a spring top, like sugar tongs, instead of being two crossed blades, as are American scissors. These Japanese lanterns are used for street and house lighting. A few metal candle sticks and lamps are also used.

The "habachi" is a characteristic Japanese invention, of which necessity was the mother. The hibachi is a portable fire place, and as wood and coal are scarce in the Flowery Kingdom, charcoal is burned in it. Its fire box is of wood, copper lined, and an iron ring, resting on three legs, keeps the omnipresent Japanese tea pot warm. In tea gardens, geisha girls manage these Japanese stoves, and in homes of the wealthy a hibachi is passed out to every visitor. And in quiet hours the family gathers about it, talk and drink tea as Americans gather around the open fire place. Some Japanese families try to keep these hibachis burning for a long time, and Prof. Morse says that, when he was in Tokio, one family had kept one going for 200 years.

Some gardener's tools are also shown in the collection. A rake looks as if it were made by driving four spikes, each three inches apart, through a stick of wood, making a rake that would never do in this country, except for a lazy farmer's son. A sickle looks like a small American scythe, and pruning hooks and shears are something like those in use in this country.

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"WEARS LIKE IRON"

JAP-A-LAC, the new wood finish, has grown in popular estimation until to-day it is the recognized superior of all wood finishes.

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Never before was a varnish product so thoroughly known. It insures millions of sales for **JAP-A-LAC,** and you will have your share of the demand.

Won't it pay you to place your order now and be ready to supply your customers' wants?

We have a specially alluring proposition for dealers and will gladly furnish information regarding it upon request.

The GLIDDEN VARNISH CO.

MAKERS OF HIGH GRADE VARNISHES

No. 44 Williamson Bldg., Cleveland, O.



Some Japanese stone cutter's hammers are like American sledges, but if any Jap goldsmith should present himself with his kit at Tiffany's, he would be sent to the blacksmith shop, so clumsy do his tools look.

Some remarkably wood and ivory carving is done by the Japanese, and they have queer little knives and gouges for this work.

There are also many other queer Japanese pieces of Hardware, for instance: thief catchers, some like eel forks and others like hooks on American fire department wagons; sword catchers, which are characteristically Japanese; unique designs in iron and copper for family crests; great steel tipped spears; tiny insect cages, and many other articles which reveal the peculiar semi-civilization of old Japan. But the Flowery Kingdom is quickly taking on civilization, its ways and its advantages, and to-day many of the wares of old Japan have been superceded by the products of the new Yankeeland of the Orient, or imports from this great Yankeeland, the United States.

Though some of the Japanese tools and pieces of Hardware described above may seem of crude workmanship in American eyes, yet the Japs possess a remarkable skill in metal working, and some of their castings of artistic designs are not equalled in the world. The Japs could work metals even in prehistoric times of that country, and ancient bronzes and copper and iron weapons are still preserved to show something of their skill.

The advent of Buddhism into Japan led to an increased activity in metal working, and the evolution of the feudal system in the government of people produced some of the most remarkable sword makers the world has known. Some of the ancient Japanese swords were keen edge enough to cleave an iron nail without nicking the edge, and the memory of their makers is preserved in Japan to-day as is the memory of great artists in Europe.

In the latter part of the 15th century, the Japs combined art with working in metals, and some of their designs, especially of on swords and tea kettles, were most elaborate and beautiful.

The Japanese work most of their metals much as do people of other countries, though they have a few tricks of trade that are distinctly Japanese. They are able to combine metals, and produce beautiful shades in colors of metals better than any other iron workers. Though their tools and methods are simple, yet they display a wonderful patience and perseverance, and never give up until their task is perfectly finished. This, of course, is possible only in a land where the strenuous pace of trade is unknown, and the toiler may devote himself to his task without thoughts of the morrow, or even where his dinner is coming from.

The Japs of to-day, however, are adopting new ideas in metal workmanship, and though they are very clever, yet they are unable to supply their own needs, and they buy extensively from other countries. F. A. G.

CULTIVATE CREAM SEPARATOR TRADE.

Dairy products are looking up, encouraged by statistics from the Government, showing how important a production it is, and annually increasing in value. In Iowa alone the Creameries now number over 920 and produce more than one-half the total butter product of the State. The number of farm cream separators in use is over 8,323. The dealers of Iowa, in view of these facts, are beginning to realize the possibilities of profit-making in the sale of these machines. A large proportion of those sold went direct from the factories to the consumers, which ought not to have been the case. Dealers in other States where the farm separator is fast coming into use should see that the trade does not get away from them.

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REVIEW OF THE MARKETS.

WIRE NAILS. There has been such a plethora of orders received for this staple line, manufacturers have full order books for goods undelivered, in excess of any previous Spring season for this line. Owing to the lack of cars they have not been able to deliver to the extent of their present output; in fact, they would just as lief see a let-up in the orders going forward, for a little while, anyway. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots $1.95
Retailers, carload lots 2.00
Retailers, less than carload lots 2.10

New York. Local distributors are doing a fair business, although no great demand is apparent compared to that of contiguous territory, which looks to the city for its general supply. Quotations are as follows:

Single carloads $2.10
Small lots from store 2.20

CUT NAILS. While the volume of Cut Nails distributed bears no comparison with that of Wire Nails to create surprise, the trade is calling for them more generally than usual, and they are held in high esteem by many classes of customers, which is the cause of an increasing demand. The scarcity of cars, in common with other lines, affects deliveries to an appreciable extent. Quotations are as follows: On either Steel or Wire Nails, with no discrimination as to locality, quotations are as follows:

Carload lots .....$1.75 base
Less than carload lots $1.80

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. The trades union disturbances, having a disposition to unsettle the hopefulness that should prevail, has caused a lessened demand in local territory, although nearby trade is doing fully their share of consumption. Quotations are as follows:

Carloads on dock $1.90
Less than carloads on dock 1.97½
Small lots from store 2.05

BARB WIRE. There is no let-up as far as the mills are concerned in the production of this great staple. The area for its consumption is annually extending. Large buyers have already secured themselves by booking good contracts of greater size than usual, and requisitions on these contracts as called for, would keep the mills well occupied for some time to come. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.25	$2.55
Retailers, carload lots	2.30	2.60
Retailers, less than carload lots.....	2.40	2.70

SMOOTH FENCE WIRE. In common with other Wire products difficulty is experienced in making prompt shipments. The output of this commodity this year bids fair to be a phenomenal one. While the prevailing demand is continuously an eager one, the volume of its wants has not been so strenuously in evidence. The mills have enough to keep them busy for months. Quotations are as follows, f.o.b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads $1.90
Retailers, carloads 1.95
Less than carloads 2.05

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

SHEET ZINC. Matthiessen & Hegeler Zinc Co., of La Salle, Ill., on March 31st advanced prices of Sheet Zinc to $6.10 per 100 pounds, in casks of 600 pounds, f.o.b. La Salle, Ill., the usual discounts on quantities being given the large buyers.

CORDAGE. The prevalence of more favorable Spring conditions has stimulated a fair demand for Cordage. The following quotations may be said to represent the market, the usual rebate of ¼-cent per pound being given to carload buyers:

Pure Manila, 7-16-inch and larger 12
⅜ inch 12½
¼ inch and 5-16 13
No. 2 Manila .....10½@11
Pure Sisal, 7-16 inch and larger 9¼
No. 2 Sisal, 7-16 inch and larger 8¼
⅜ inch 8½
¼ inch and 5-16 inch 9¼
Lath Yarn, Medium and Coarse 8½
Jute Rope, No. 1 ..... 6½
No. 2 6

LINSEED OIL. The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels....43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PHILADELPHIA TRADE.

At the time of writing this letter we are still in the possession of freezing weather, the temperature going nightly below the freezing point, and outdoor work is still difficult and has scarcely begun. There are, however, some signs of Spring, and feeling that it is at least Spring by the calendar, dealers are calling urgently for Wire Netting, Wire Cloth, Forks, Hoes, Rakes, and other Spring goods, and as the supply is very meagre there is already a famine and much dissatisfaction with the state of affairs. Locally, a large part of this confusion is due to the action of the Fork and Hoe Trust, which closed two out of the three factories in Philadelphia, making it almost impossible for the remaining factory to satisfy the demands of the Philadelphia jobbers. There is a hopeful feeling in regard to trade and every one seems to believe that a week of Springlike weather will have a marked effect on trade, and we share in this belief. Prices are without important change. Raw material seems to have stiffened up somewhat if not actually advanced during the past few weeks, and the market is firm in consequence. Wire Nails and Wire are also scarce and this scarcity is likely to be increased by the fire which destroyed the Rankin Works, containing nail machinery and some 8,000 kegs of Wire Nails. On the whole, therefore, there seems to be a fair prospect and we trust that April and May will make an extraordinary showing in the year's record.

Biddle Hardware Co.

THE PITTSBURG TRADE.

Trade is undoubtedly improving, but the rate is not so rapid as many would like to have it. The daily papers make the most of every good token, such as a large order placed or an idle mill started. This is commendable, as it tends to spread the feeling of better times, but it some times leads people to overestimate the rate at which the improvement is moving. The business actually doing in steel and the various lines dependent upon it, is probably 25 per cent. less than it was at this time one year ago. This amount of business would have been considered very large five years ago, but we have been educated to the big output of 1902 and 1903 and anything less seems small by comparison. The signing of the Bituminous-Coal Labor-Scale removes a great incubus from this community, and other labor scales are gradually

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being adjusted. Our builders trades seem to be quiet and will probably have no trouble this Spring as there is not a large amount of building contemplated. Our rivers again reached flood stage to-day, April 2nd, for the fourth time since January 1, 1904, but not so high as to do much damage as we read of west of here. The long severe winter and late opening of Spring has undoubtedly proved a drawback to trade, but we look for a strong demand for goods now that weather conditions are more seasonable.

Logan-Gregg Hardware Co.

THE CLEVELAND TRADE.

The general belief that combinations prevent individual success was not warranted as the results show. No age in any country has offered more inducement to young men to prepare for business. They do not need capital to begin with, as that can be earned while experience is being gained that prepares them to use it. In fact, those without capital are most likely to get the opportunities. Wealth in hand or in prospect is usually a detriment, as it is likely to sap the vitality of the qualities necessary. Houses that educate men for their best positions are influenced in the selection of their employes by these considerations. One's patience is often tried by hearing the statement that there is no longer a chance for young men. To one not a part of it, it is difficult to realize the changes in business by the introduction of labor saving devices without which it would be difficult to do the increased business. An office man can easily duplicate himself and yet there is no over supply of men, but a man needs to be alive all over to keep pace with the increased activity. Business is improving with the weather. Pig iron and steel are in more demand and the weakness in price has disappeared. Boats are taking on cargoes of coal for upward trips, farmers are busy preparing for crops and if the sun and rain do their part, the winter of our discontent will soon be forgotten. Business is good compared with an average year, compared with the best, is only moderate.

The Lockwood-Taylor Hardware Co.

THE CINCINNATI TRADE.

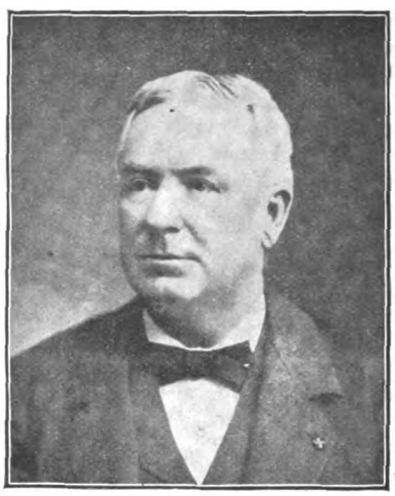
The old time prediction, "If March comes in like a lamb, it goes out like a lion," has certainly proven true for this March. The damage done by storm and rain and flood is beyond reckoning. Railroads entering the city had for a time to abandon their trains caused by washed-out bridges or were obliged to come in by some round-about way. The flooded towns within a radius of one hundred miles of Cincinnati have left thousands of their people in destitute circumstances, which have in a measure been relieved of their worst suffering through the efforts of the Associated Charities, Salvation Army and Church Organizations, Cincinnati being called upon for assistance in the work. The damage resulting to the business and factory districts is very great, much more so than was estimated it would be while the waters held full sway. The Hardware trade say they felt the effects very seriously, but since the railroads have been able to run trains, they have been rushed with "hurry fence and tool shipments to the flooded districts." George M. Bishop, the saw manufacturer, who has just returned from California and the Northwest, said he viewed from the top of the State House, in Sacramento, Cal., a wild waste of waters for thirty miles. He said at the same time that Southern California was experiencing a drought, Portland, Oregon, was flooded. Mr. Bishop's firm is shipping saws to Honolulu and the Philippines, and has orders ahead for six months. The Salt Lake Hardware Company, of Salt Lake, Utah, placed an order with the Razall Printing Company, this city, for fifty thousand printed nail sacks. Part of the order has already been shipped. There being but few responses to invitations sent the ladies to attend the St. Louis World's Fair May 24th, the general committee having charge of Cincinnati day state that it will be a stag affair; purely a business men's trip. The various cities *en route* at which the party will stop both going and coming are making elaborate preparations to entertain them. About 200 expect to make the trip.

POSTPONEMENT OF MILAN EXPOSITION.

The proposed exposition in Milan, the date of the opening of which was fixed for April, 1905, will not take place until April, 1906.

COLONEL JAMES R. NUTTING.

In the March number of *Thrift*, published at Cedar Rapids, Iowa, we observe an interesting biographical sketch of our Davenport correspondent, Col. James R. Nutting, showing what a busy, all-around man a prominent Hardwareman can be. Col. Nutting, although a characteristic Westerner, was born in Washington County, N. Y., of New England progenitors, and with his father migrated to Davenport, Iowa, when a boy. His life since shows the surplus energy early exhibited in his youth. As stated in the sketch referred to, he was cut out by nature for a professional career, circumstances turned his talents into commercial lines. He early learned that whatever was worth doing was worth doing well. No one appreciated this more than his employers, and the proof of this lies in the fact that he is now the head of the house he entered in the capacity of errand boy, with both of the original members of the firm still living and enjoying the manifold benefits of its increased prosperity. Under his management, the house, Sickels, Preston & Nutting Company, soon became the leading Hardware establishment in the State of Iowa, and from its prominence and the active part Col. Nutting has taken in commercial matters of State and National importance, benefits of no small consequence have occurred to the city of his home. For example, he was the



Col. J. R. Nutting.

first president of the Iowa Hardware Jobbers' Association, now one of the most influential in the West; was the first secretary of the Mississippi and Missouri River Hardware Jobbers' Association, the organization of which he was instrumental in effecting in the city of Davenport; was the first vice-president of the Mississippi and Missouri Trade Association, organized at St. Louis and comprising all classes of manufacturing and jobbing interests in the Mississippi and Missouri River Valleys, and was invited by the president to preside at its second annual meeting held in St. Paul; was a member of the Western Hardware Association, which included all of the Western Hardware jobbing territory from the Ohio River to the Pacific Ocean; has been for years an active member of the National Hardware Association and has been and still is chairman of the Press Committee.

His keen foresight has created a demand for his opinions, and his advice is frequently sought in the councils of his party. In recognition of this, Governor Drake made him a member of his staff and gave him, on several occasions, special commissions, among which was to attend the formal transfer by New York to the general Government, the tomb of General U. S. Grant. It is this power to see to the bottom of things—to get at the kernel of the nut and to express himself clearly, concisely and understandingly, that has brought Colonel Nutting to the front in another direction, namely, as a writer and public speaker. Those who know him have learned that when he talks something will be said. He does not deal in meaningless platitudes. He has written many trade articles, which have been copied far and wide, and several of his addresses before trade conventions and committees have been cited by leading editorial writers of the country.

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THE NAMES OF THE STATES, TRANSLATED.

In response to an enquiry as to the meaning of the names of several States, we print the following fairly complete list of the names of the different States, alphabetically, with the translations thereof:

Alaska—"The Great Land."

Alabama—"Here We Rest" (Muscogee).

Arkansas—"Bow (Indians) on the Smoke Water."

Arizona—"Sand Hills."

California—"Hot Furnace."

Colorado—"Ruddy" (River).

Connecticut—"Long River."

Dakota—"Allied" (Indian tribes).

Delaware—In honor of Thomas West, Lord de la Warre, governor of Virginia, 1610. The estate La Warre (Warwick) was in Gloucestershire, England.

District of Columbia—Feminine of Columbus (dove).

Florida—"Flowers." Spanish for Easter Sunday, the day that Ponce de Leon discovered the land.

Georgia—Feminine of George ("Farmer"), in honor of George II, who established a colony, 1732.

Idaho—"Mountain sheen of the morning sun."

Illinois—"Tribe of men."

Indiana—"Indian land," from Indus, Sanscrit, Sindhu, "river."

Iowa—"Drowsy Ones" (Indian tribe).

Kansas—"Smoky water."

Kentucky—"At the head of the river."

Louisiana—In honor of Louis XIV of France, Ludovicus, "Bold Warrior."

Maine—The mainland, as distinguished from neighboring insular parts.

Maryland—In honor of Henrietta Maria (bitter), daughter of Henry IV of France, and queen of Charles I of England.

Massachusetts—"The Place of the Great Hills."

Michigan—"A Weir of Fish"—the lake resembling a fish trap.

Minnesota—"Muddy Water," Indian name of St. Peter's river.

Mississippi—"The Father of Waters."

Missouri—"Great Muddy" (river).

Montana—"Hilly Country"—a mountain.

Nebraska—"Shallow Water" (the Platte river).

Nevada—"Saw-toothed" (mountain range, Sierra Nevada).

New Hampshire—From Hampshire (Hants), England, by John Mason, governor of Plymouth, in Hampshire. Saxon Chronicle, 755, Las Hamtaurerie.

New Jersey—From the Isle of Jersey, Cesarea, (Cesar, Latin, "Hairy"), one of the channel islands, defended by Sir George Carteret against the Long Parliament..

New Mexico—From the Aztec god "Mexitli," god of war.

New York—From the Duke of York (afterward James II of England), Eboracum, Caer Ebroc, or Tbroc castle in British.

North Carolina—From Carolus (Little Darling) Charles IX of France, in whose reign the Huguenots planted the first colony.

Ohio—"Beautiful" (river).

Oklahoma—"Red People" (Choctaw).

Oregon—From Oregano, Spanish name for wild sage, "artemisia," which grows on the shores of the Columbia river.

Pennsylvania—"Penn's Woods," in honor of William Penn.

Rhode Island—From the Isle of Rhodes ("Roses") in the Mediterranean.

South Carolina—Separated from North Carolina in 1729.

Tennessee—River of the Great Bend.

Texas—"Friendly" (Indian tribe).

Utah—"Dwellers in the Moutains" (tribe of Indians). Proposed name Deseret, "honey bee."

Vermont—"Green Mountain."

Virginia—From Queen Elizabeth, in honor of her unmarried state.

Washington—In honor of George Washington, from Wessyngton, Durham, England.

West Virginia—Separated from Virginia, 1863.

Wisconsin—"Wild Rushing Channel," (river).

Wyoming—"Broad Plains."

TRADE NOTES

Fremont, Ohio.—The Hardware firm of Drown & Newkirk are enlarging their stock and will connect an adjoining room with the new one now occupied, and will thus have a handsome and commodious Hardware store.

Green Bay, Wis.—J. Kresge has sold his Hardware store to Louis Moford, of Lincoln, for $10,000. Mr. Moford will convert the building into a modern hotel.

Lasalle, N. Y.—Thomas R. Smith has bought out the grocery, Hardware and general store of E. A. Knisey, and will conduct it hereafter.

Layton Corners, Mich.—Bueche C. Schlachter has sold his Hardware business to the new Chesaning Hardware & Implement Co., of this place.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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HARDWARE FACTS AND FICTION NOT GENERALLY KNOWN.

Specially Compiled By GEORGE CECIL.

THE ANTIQUITY OF IRON.

The ironmongery business is said to be never thoroughly understood and this is not to be wondered at when we remember that it is unquestionably the oldest business known. Like other retail trades the Hardware trade has been one of continued growth and development; during the centuries it has been followed by different generations of ironmongers.

Wherever nations become civilized the iron age gradually dawns upon them, and the handicraft of the smith stands out clear from among his fellow workers. The early vendors of Hardware were also workers in iron, and even to-day in country villages, smiths and workers in tin, iron and brass, are oftentimes the distributors of their own productions, as well as acting as the agents through whom Hardware, made by the aid of machinery and modern tools and appliances, is retailed.

There are many matters connected with ironmongery and folke lore as well as legends about iron, things not generally known, which are of an extremely interesting character. After much research into musty volumes and investigation into old literature the facts dealt with in these columns have been dragged forth to light.

Retailers of ironmongery must always remember that whatever the materials the goods they handle consist of, the metal from which they earned their trade name was iron. It is still the backbone of the trade and the principal constituent in the bulk of the metallic articles they distribute.

> "Life is not an idle ore,
> But Iron dug from central gloom,
> And heated hot with burning fears
> And dipped in baths of hissing tears
> And battered with the shocks of doom
> To shape and use."
>
> Tennyson, "*In Memoriam.*"

THE INFLUENCE OF IRON ON MANKIND.

When the stone age gave way to that of bronze, man was but groping after the minerals and metallic ores which lay concealed beneath the earth's crust, and which were in after years to play so important a part in the destinies of the race. The era of the discovery of iron is unknown and very remote, it is only by tradition or by digging up some rude instruments of our forefathers, that we learn that mankind was originally unacquainted with the use of metals, and was content with employing the flints, shells, bones and other hard substances for the same purposes which metals serve among civilized nations to-day. Gold, silver, and copper ore are found in their perfect state in the clefts of rocks, in the sides of mountains, and in the channels of rivers; these were accordingly the first known and applied to use. Iron, the most serviceable of all metals, and the one to which man is most indebted, is never discovered in a workable form; its ore must first pass through the fire and many laborious processes, before it becomes fit for use.

Many readers familiar with holy writ recall the mention made in Gen. IV-22 to Tubal Cain, said to be an instructor of artificers in brass and iron. We have no wish to enter into an argument as to the true rendering of that passage, nor yet as to the date when the Hebrew patriarchs of early days advanced in civilization so far as to learn how to manipulate iron ore and make it workable. The various allusions to "iron" in the sacred records would perhaps in many cases be more correctly rendered "bronze." Nevertheless the Canaanites are said to have used iron in their wars, and a thousand years before the Christian Era mention is made of the iron spear head of Goliath, of bars and rods of iron, fetters of iron and of bright iron on the markets.

In Thomas Hood's "Wit and Humours" the poem of "The Forge" is a romance of the iron age. To repeat it would be wearisome, but many lines are striking and reveal a depth of meaning to the intelligent Hardwareman.

> "The Forge, the forge itself is in sight,
> Like the pitch black hull of a burning bark
> With volleying smoke and many a spark,
> Vomiting fire red, yellow and white.
> Restless, quivering tongues of flame,
> Heavenward striving still to go,
> Whilst others reversed in the stream below."

The antiquity of iron in manufactured form is vouched for in historical works of undoubted repute. Homer mentions a mass of iron as one of the prizes at funeral games given by Achilles in honor of Patroclus.

> "Then hurled the hero, thundering on the ground,
> A mass of iron, (an enormous round)
> Whose weight and size the circling Greeks admire,
> Rude from the furnace, and but shaped by fire.
> This mighty quoit Aetion wont to rear,
> And from his whirling arm dismiss in air."

Pliny, born A. D. 62, after treating of other metals, observed: "It remaineth now in the next place to discourse on the mines of iron, a metal which we may well say is both the best and worst implement used now in the world, for with the help of iron we break up and tear the ground, we plant our groves, we set our vineyards, and range our fruitful trees in rows, and we prune our vines. By means of iron and steel we build houses, hew quarries, and cut in stone, yea, in one word, we use it to all other necessary uses of this life. This I take to be the wickedest invention that was ever devised by the head of man, for to the end the death may speed away the faster to a man, we make iron to fly as it were in the air, and to the arrow, headed at one end with deadly iron, we set feathers at the other, whereby it is evident that the mischief proceeding from iron is not to be imputed to the nature of it, but to the unhappy wit of man."

AVOID TROUBLE!

Paris Green is a good seller, but an inferior brand will surely bring your customers back to the store with a complaint of "potatoe leaves burned by the free acid," or else that "the Green didn't kill the bugs."

TAKE NO RISKS

INSIST ON HAVING

A. B. Ansbacher & Co.'s

OLD RELIABLE

STRICTLY PURE PARIS GREEN

ON THE MARKET OVER 50 YEARS

Fill out enclosed blank.
Write for booklet of information;
state quantity you can handle.

A. B. ANSBACHER & CO.

4 MURRAY ST.
NEW YORK

Name.....
Address.....
HARDWARE

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WHY SOME ARE POOR; Dr. Marden in "Success."

They do not dream that little mortgages on their homes can ever turn them out of doors.

They have indorsed their friends' notes or guaranteed payment just for accommodation.

They risk all their eggs in one basket when they are not in a position to watch or control it.

They think it will be time enough to begin to save for a rainy day when the rainy day comes.

The head of the house is a good man, but he has not learned to do business in a businesslike way.

They do not know that giving a full power of attorney to an agent or lawyer puts their property at his mercy.

On a six-hundred-dollar income, they try to compete in appearance with a two-thousand-dollar-a-year neighbor.

They subscribe for everything that comes along—organs, lightning rods, subscription books, pictures, bric-a-brac—anything they can pay for on the installment plan.

GILBERT & BENNETT MFG. CO.'S NEW OFFICES.

The Gilbert & Bennett Mfg. Co., manufacturers of the "Climax" Poultry Netting, have recently completed their new office building at Wireton Works, Blue Island, Ill. The structure is two stories high, with attic and basement; is built of pressed brick and has a slate roof. The interior is finished in ash and the floors are of hardwood. The illumination is by electric lights and the heating by steam. The building is 25x50 feet. The general offices of the company have been moved to this new building. The city office and stock rooms in Chicago, remain as heretofore, at 153 Lake Street.

MARSHALL FIELD'S ADVISE TO HIS SALESMEN.

All fixtures and property of the house should be treated with the greatest care; the first scratch paves the way for carelessness.

Each day should find us doing things better than previously. Acquire the habit of promptness in every matter, large or small, which is left to your care.

Know the value of a good personal appearance; do not think that any detail of your attire will escape notice.

Spend wisely your spare time; count every hour golden, every moment an opportunity; don't waste a minute at any time.

Avoid being influenced for the wrong by other persons; have a purpose of your own; weigh counsel, but act from your own best thought.

Cultivate a happy expression and a happy manner; feel it; mean it; the advantage is wonderful in every way.

Learn to ask such questions as will draw out the most profitable information.

Let every effort be toward the idea of permanence; do things to last; make the casual customer a permanent one through satisfaction.

Salesmanship may be made a profession, and receive the same degree of respect accorded to an artist of any class. Be emphatically unwilling to ask or receive favors from any person who expects a return in business favors.

The great majority of errors are made through carelessness. Learn to care; be exact; strive to have it absolutely right—making a mistake in business is like falling down in a foot-race; it is a setback.

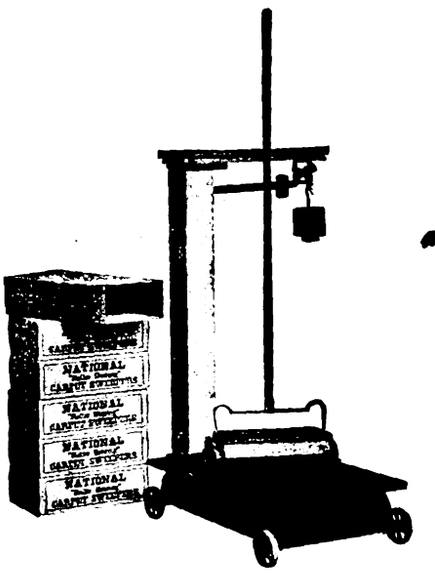
Cultivate a good, clear, legible handwriting; many people judge quickly on this point; a good hand is always appreciated.

However attached to your business, do not allow the commercial sense to deaden, but rather to quicken, the moral, artistic and all wholesome sentiments.

In giving orders give reasons, thus teaching subordinates to think for themselves.

Learn to show a thorough interest in a customer or any person approaching you; try to look at the matter from his standpoint as well as your own.

Make memoranda of little points while you think them; run over the various sub-divisions of your work to recall any points you may have forgotten.



The "National Weigh"

Weigh the arguments pro and con that figure in the construction and sale of carpet sweepers, look at the illustration, and you have a decision decidedly in favor of "NATIONAL" Sweepers.

The argument of most weight carries conviction.

The illustration not only voices our own confidence but the reliance the trade put in our goods—the influence "NATIONALS" bear upon the consumer—the weight in competition.

The future is not in doubt—superior goods will continue to grow in favor. Possibly you haven't given us the opportunity of convincing you of the merits of the "NATIONAL" line. Let us get together to-day—a postal will do.

EFFECTIVE POINTS IN THE WEIGHT TEST

(all patented)

Roller Bearings
Steel Handle Ferrule
Card Board Cartons
Anti-Tipping Device
Brush Releasing End Band Device

National Sweeper Co.,

Marion, Ind.

BRANCHES

London, Chicago, New York,
Toronto, San Francisco.

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CALIFORNIA STATE RETAIL HARDWARE ASSOCIATION

The third annual convention of the California State Retail Hardware Association was held at the California Hotel, San Francisco, on Wednesday and Thursday, March 2d and 3d.

Wednesday Morning Session.

The convention was called to order on Wednesday morning at 10 o'clock, President Roy Hall, of Fresno, in the chair. The president appointed Johnson Grover, of Colusa, sergeant-at-arms. One hundred and ten delegates responded to the roll call.

The reading of the minutes of the previous annual meeting was dispensed with.

The North Coast and Humboldt Associations were proposed for affiliation and were unanimously admitted to membership.

President appointed an Auditing Committee, consisting of G. A. Gutman, of Pacific Retail Hardware Association, and F. W. Fisher, of San Joaquin Valley Association, to audit the accounts of the secretary and treasurer.

Wednesday Afternoon Session

was opened by the delivery of the Annual Address of President Roy Hall.

This was followed by the report of Secretary Henry Gracey, which showed that on February 15, 1901, State association was organized by the affiliation of two local associations—the Pacific Retail Hardware Association, with 78 members, and the San Francisco and Oakland Association, with 20 members, making a total of 98 members. To-day have affiliated with the State association eight local associations, with a membership of 350 good, wide-awake and intelligent members, thus making an increase of 66 members for the year.

The treasurer, H. C. Bennett, presented his report, as follows:

Treasurer's Report.

Received during the year, as per capita of $5 on 242 members	$1,210.00
Received from voluntary subscriptions toward State Fund	411.00
Balance carried over from last year	.30
Total	$1,621.30
Total expenditures to date	1,569.35
Balance in treasury	51.95
Total indebtedness to date, not including expense of the present convention	300.00

The Auditing Committee reported finding the secretary and treasurer's report complete and correct in every particular. Report was accepted, and committee discharged.

The report of the Executive Committee was an exhaustive one, embodying the following:

About February 18, 1903, at the earnest solicitations of the officers of the Southern California Association, the president, Roy Hall, appointed a special committee, consisting of Vice-President William F. Lutz, the ex-president, O. F. Sites, and the ex-vice-president, G. A. Gutman, to which was afterward added the president, Roy Hall, to meet with the Southern California Association at their annual convention, held in the city of Los Angeles, with the purpose in view of stimulating association work in the Southern portion of our State. It appears by the report made by this committee to the Executive Committee that much good resulted at that time through this visit.

This has been the only effort that it has been possible for your Executive Committee to make along the line of organization work. We have, however, endeavored to keep closely in touch with conditions existing in various localities throughout the State, and present for consideration reports prepared by members of the Executive Committee, who represent the several district organizations.

These reports were very complete and were of great interest to the assembled delegates.

All the above reports were, on motion, ordered accepted and filed.

Election of Officers.

The Nominating Committee appointed by the president then submitted their report, as follows:

President, O. F. Sites, San Francisco.
Vice-President, G. A. Gutman, Orland.
Secretary, Henry Gracey, San Francisco.
Treasurer, H. C. Bennett, San Francisco.

Executive Committee: James W. Hellman, Los Angeles, and William F. Lutz, Santa Ana, of the Southern California Association; John C. White, Marysville, and A. L. Nichols, Chico, of the Pacific Association; Chas. W. Barrett, Fresno, and R. Barcroft, Merced, of the San Joaquin Valley Association: C. M. Brown, Hollister, and H. E. Robinson, Hollister, of the Central Association; M. M. Brown, San Francisco, and C. H. Philpott, San Francisco, of the San Francisco Association; J. P. Maxwell, Oakland, and G. H. Smith, Oakland, of the Alameda Association; J. C. Mailer, Santa Rosa, and J. H. Steves, St. Helena, of the North Coast Association; J. E. Janssen, Eureka, and H. E. Reid, Eureka, of the Humboldt Association.

These gentlemen were unanimously elected by acclamation.

Following the suggestions contained in report of the Executive Committee, the president appointed Messrs. Hellman, of Los Angeles, Brown, of San Francisco, Maxwell, of Oakland, and Janssen, of Eureka, as a special committee to carry on the work, it is hoped, to a successful issue.

Montague & Co. Will Abandon Retailing.

S. F. Grissim, representing W. W. Montague & Co., briefly addressed the convention as follows:

I come before you as a representative of W. W. Montague & Co., after having talked with some of your committeemen here to-day, and afterward with the members of my firm and Mr. Watkins. They have decided to join in with you and not retail any goods in the State of California. They asked me to convey this news to you and said that the detailed arrangements would have to be determined by themselves and a committee you may appoint to come before them; some little matters will have to be looked into, but the special part is that they will not retail any goods in the State.

Constitution Amended.

Section 1, Article 3, of the constitution, on motion, was amended to read as follows:

The Executive Committee shall consist of the president, vice-president, secretary, treasurer and two members from each local association affiliating with this State Association and who shall be elected at each annual meeting.

A motion for a joint conference with the wholesalers on Thursday afternoon was defeated.

The convention adjourned until Thursday morning.

Thursday Morning Session

was devoted to executive business.

Thursday Afternoon Session.

A resolution was offered increasing the salary of the secretary to $600 per annum, which was adopted unanimously.

J. W. Hellman, of Los Angeles, addressed the convention on the subject of "Why the Retail Hardware Merchants Should Work in Harmony with the Wholesaler, Provided the Latter Performs His Duty Toward the Former."

Harmony Among Wholesalers.

The following resolution was unanimously adopted:

Resolved, That this convention earnestly desires the restoration of harmony among the wholesalers and requests that they take such action among themselves as will speedily restore the former satisfactory conditions.

On motion by Mr. Ingalls that thanks be extended to the retiring officers for their very efficient service was unanimously carried, after which the convention adjourned *sine die*.

Entertainment.

The programme of entertainment included a bay excursion for the ladies on Wednesday afternoon, a banquet in the evening at Golden Gate Hall for members, guests and ladies, a trolley ride for the ladies on Thursday afternoon, and a theater party on Thursday evening for members, guests and ladies.

TEXAS HARDWARE JOBBERS' ASSOCIATION.

The annual meeting of the Texas Hardware Jobbers' Association will be held at the Rice Hotel, Houston, April 21-23. A number of interesting papers will be read, among which are the following: "Taxation on Goods Carried in Storage," by F. A. Heitmann; "How Can Manufacturers Assist in Maintaining Prices?" by W. L. Sanford; "Should Not Staple Goods be Sold on 30 Days' Time?" by H. W. Cortes; "System and Its Advantages to the Hardware Business," by Chas. Nash. There will also be a Question Box.

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GET IN LINE---SELL

ARMY AND NAVY

LIQUID GLUE

A 20TH CENTURY LIQUID GLUE

Increase Your Sales **Increase Your Profits**

The Best and Strongest Glue that Money, Experience and Brains has produced. **NOT A FISH GLUE.** A Pure Animal Glue. The only Animal Glue in Liquid Form made.

THIS GLUE will not Sour, Mold, get Brittle, Brash or Crumble.

STANDS MORE HEAT AND COLD. SMOOTH AS OIL. MORE EASILY APPLIED THAN OTHER GLUES. ALWAYS READY FOR USE.

Does More Work



Does Better Work

All size Cans—no Screw tops, Friction tops—easy to open and close. Every drop can be used.

YOU WANT THE BEST GLUE. WE MAKE IT.

Let us quote you prices. Can we send you trial order?

WACHTER MFG. COMPANY, BALTIMORE, MD

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tures of this trade-bringing staff, enumerating the territory on which each man is now out hustling for business, and getting it, too. The company are fully confident, and have reason to be, that the orders for Spring will be far in excess of a year ago, and they are prepared for the results of an ever-growing popularity of the "National" line of Sweepers, which is conclusive evidence that the trade appreciate a good article when it is presented to them.

THE NATIONAL SWEEPER COMPANY.

We are advised by the National Sweeper Company, of Marion, Ind., that the volume of their business has increased so rapidly that they have been compelled this year to double their force of traveling salesmen, making the number now employed ten instead of five as heretofore. We illustrate the pic-

"NATIONALS" AT THE WORLD'S FAIR.

The National Sweeper Company., Marion, Ind., are not ready to announce to their patrons and friends the nature of their exhibit at the St. Louis World's Fair, which opens April 30th, but they assure us that their display will surpass any of their past efforts in this direction. The company will be located in the Manufacturers Building, where the trade will have an opportunity of seeing the most handsomely constructed carpet sweepers ever designed for practical purposes. This company is deserving of more than passing attention as they have led "The Way" in everything pertaining to new ideas in carpet sweeper building since they have started in business. If you go to the Fair don't forget to see the National Sweepers.

DEMONSTRATION MADE EASY.

A Unique Feature at the St. Louis Exposition.

A unique feature of the Department of Manufactures of the St. Louis Exposition will be the sections known as Bazars or Arcades. These have been designed to cover the requirements of exhibitors who wish to demonstrate and sell their wares to the visitors at retail, or for demonstrations without selling. There will be several of these sections in the two palaces of the Department. Each section will be divided into booths, six and eight feet deep, and demands for space in them permitting, an applicant can have as many running feet of either of these depths of booth as his installation demands. When the exhibits are all installed each Bazar will have the appearance of a busy Department Store, in which will be carried on the retail business of the Department of Manufactures, the balance of the building being devoted to the larger booths of the manufacturers who devote their energies to increasing their connections for wholesale trade. The contract that will be made for these Bazars will cover the building of the entrances to the section, the facade, the booth and counters, platforms, signs and other necessities of installation. Exhibitors will be allowed in the interior to arrange and display their goods as best suits their requirements, and also to redecorate it as they desire, subject, of course, to the approval of the Department of Manufactures. The cost of these necessary constructions will be $3 for each square foot of space occupied by the booth. These booths will be of three sizes, 6 feet deep, 8 feet deep and 12 feet deep, and the length of each will be made to conform to the needs of the exhibitor so far as possible, the smallest being 6 feet long.

THE DAVISON HARROW COMPANY, Eureka Mower Co., Utica, N. Y., are the authors of a 52 page pamphlet catalogue of more than ordinary attractiveness, displaying the merits of their agricultural implements. Included in the contents are harrows, mowers, riding planters, weeders, hay carriers, cultivators, plows, etc., also lawn swings, atomizers, balance lever fodder cutters, wagon jacks, etc. All of the implements in the catalogue are warranted to be well made, of good material, and durable with proper care. The manufacturers claim as advantages for their Eureka mower as compared with other side draft mowers that it has a direct draft; is mounted on larger wheels; it leaves the cut crop in best condition to cure rapidly being left nearly in a standing position; it mows back and forth on one side of the field so that the cut crop is by itself, stop when you may, and beginning to rake where you began to mow, gives uniformly cured hay to draw, will cut over uneven and rough surfaces and around trees, as the cutter-bar is flexible at both ends. Many other advantages are also cited in the catalogue, which will be found to contain very valuable information and will be mailed upon request.

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RECENT TRADE PUBLICATIONS.

Masbach Hardware Company, New York, have compiled a catalogue, which, after thirty years experience in the practical Hardware line, will be found of great assistance, as well as a ready guide to the Hardware trade. In this edition they have added several new lines, the special features of which are electrical goods and bath room fixtures. Besides this, they have greatly increased numerous other lines which will be noticed on almost every page. They state that they carry in stock, almost without exception, everything which they illustrate, enabling them to make prompt shipments. The company explain that they have taken particular pains to catalogue only salable goods which are always in demand. The book is regulation size, bound in imitation leather and contains 137 pages, on every one of which is illustrated several articles, giving sizes and prices. It will be found greatly to the advantage of the retailer to secure one of these catalogues and to devote proper time and attention to the same.

The Red Jacket Manufacturing Co., Davenport, Iowa, have recently issued their catalogue No. 36, a very artistic production. The cover is an appropriate one, bearing a fine picture of an Indian's head and a little rustic scene which shows the tepee and canoe of the Indian. In the catalogue they show a very complete line of up-to-date pumps and pump specialties. The only thing illustrated in the entire catalogue which the company do not manufacture is Standard pipe and steel rod. This catalogue has been especially designed for the jobbers. The distribution of Red Jacket goods is fast extending to all parts of the world, and at the present time they have ten salesmen on the road looking after general jobbing trade. This catalogue and price list cancels all former issues and the company request that all old issues be destroyed. They call attention to the many new styles of pumps and cylinders which they have enumerated and state that as they have tried to make the descriptions of their various products perfectly comprehensible, they request a careful perusal of the book, feeling confident that it will be time well spent to those who are interested.

The National Screw & Tack Co., of Cleveland, Ohio, are the distributors of one of the neatest and most attractive Price Lists it has been our pleasure to review for some time. The cover is a beautiful shade of green with "The National Screw & Tack Company, Cleveland," in embossed, black letters. The inside is equally as attractive, containing a very handy finger index, making it valuable as a book of reference, and is finely printed on coated paper. The book certainly does credit to the company who issued it. Included in its contents are wood screws, machine screws, nuts, stove bolts, stove rods, sink bolts, knob and cap screws, tire, carriage, machine and hanger bolts, coach screws, special goods, bulk and tinners rivets, special rivets, etc., etc. It also gives valuable information regarding weights, etc., of these goods. The book should be in the hands of every dealer interested in this line.

T. L. Slocomb Company, Providence, R. I., manufacturers of machinists' tools, are distributing a catalogue showing a complete line of their goods, all of which are usually kept in stock or can be furnished with very little delay. An important feature of their manufacture are micrometer callipers which were designed especially for machine shop service. The Slocomb micrometer is constructed on considerably different principles from all others, one of the most important improvements being the adjustment between the measuring screw and its nut. Another valuable feature not found in other micrometers lies in the spring, which causes a slight uniform friction on the spindle, so it is never loose at any point and will not move around of its own accord. Incidentally, this spring keeps the spindle back in its seat, and does not call for rigid fit between spindle and nut with its consequent danger of roughing up and sticking. Their catalogue explains in detail all the advantages of these goods and dealers interested in micrometers will find it advisable to send to the above address to secure one.

CRYSTAL REGISTERED TRADE MARK. CORUNDUM

IF CORUNDUM be no better than emery, then emery is no better than iron ore.

If you grant that the United States Government is right when it states that emery is a mechanical admixture of Corundum and magnetite or hematite iron ore, you must at once grant the above deductionis logical.

But to use iron ore for polishing or grinding iron and steel would be absurd. If so, why use iron ore and corundum (emery), instead of the pure abrasive

Craig Mine Crystal Corundum.

THE

CANADA CORUNDUM

COMPANY, Limited,

TORONTO, CANADA.

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...E OF BROTHER BILL.

BY CHARLES AUSTIN BATES.

There is a particular brand of lunacy, of which the following clipping from a literary publication is an example, that should be suppressed.

Why does this man succeed and that one—his twin brother—fail?

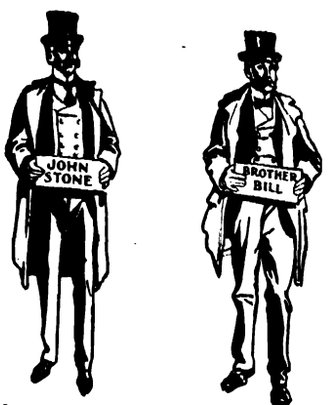
Who knows?

John Stone, for instance, took all of the honors at college. Before middle age he conquered fortune and position. His wife has all the charms of Rachel and the virtues of Leah, and the solid dowers of both. If he writes a poor book it sells by the hundred thousand; if he buys shares of failing stock it soars out of sight the next day; his children never die of measles, nor take to low company. He goes joking and laughing heartily through this comfortable world into another just as comfortable, weighted by nothing but honors.

But his brother Bill, who is just as honorable, just as hard-working and probably a more able man, invariably misses all of the good chances of life. He is always just grazing the bull's eye of success by a hair's breadth. He never conquers wealth, nor fortune, nor happiness. Yet he always has a following of men and women who believe in him with a devout and frantic fidelity.

This stuff is not only nonsensical, but reprehensible.

When you think that money has been spent for the printing of thousands of copies of such a theory, you wonder if there is such a thing as a fool-killer.



Why does this man succeed and his twin brother fail?

It is the worst possible kind of stuff to put into a paper that goes into the home and that pretends, and to a large extent really does, provide the rules of existence for a large portion of the population.

What sort of instruction is it to give to a boy or a young man?

It gives him an excuse for failure. It suggests to him that he may say he is just as hard-working and just as able as another man, but that he fails to succeed for some unknown reason, or because he has no luck.



There are no "ifs" and "ands" about it.

I tell you that people succeed because they deserve to succeed, and they fail because they deserve to fail.

There are no "ifs" and "ands" about it.

Take any man who has made a success in life and you can generally find the cause within him.

* * *

This stuff was written by a literary man. The literary man mostly looks upon manufacturing and other useful pursuits as very low forms of human endeavor.



He would make John Wanamaker and Andrew Carnegie look like coin.

He is quite sure in his own mind that if he were only to devote his massive intellect to the paltry affairs of trade, he would make John Wanamaker and Andrew Carnegie look like coin of a very small denomination.

If some one of his fellow literary workers succeeds, he calmy folds his hands and says, "Well, that fellow always was lucky anyway." It strikes me that it is about time the business man had his innings.

For centuries incense has been burned under the nose of the makers of so-called literature.



Time the business man had his innings.

Personally, I can conceive of no more useless occupation than that of imagining and writing more or less harrowing romances.

Just think for a moment of what, at least, looks like a real man, of middle age, or thereabouts, sitting down to write a romantic story of the love affairs, quarrels and general goings on of a couple of young people who, if they were real, wouldn't amount to anything and most of whose actions and conversations, whether real or imaginary, are the rankest foolishness.



For centuries incense has been burned under his nose.

Fancy this grey-head working himself up to a pitch of excitement over an imaginary murder and the hero's awful position when he is arrested on suspicion.

And after our literary friend has concocted such trash, he swells up to about four times the size of the builder of a railroad, the developer of a new town, or the builder of a battleship that can travel 13,000 miles and be ready for immediate action—he's a bigger man than old Grant ever dared be. He looks down upon everything and everybody from the heights of his ignorance.

Of course, he looks upon himself as a heaven-inspired genius, and, of course, he is quite sure that that is the reason he has succeeded where other people have failed.

Mebbe so.

But I will venture the assertion that I can take the machinery of my own ad-writing literary department and produce any given brand of literature, from dialect story up or down, better than the average that is published in the magazines.

And we won't do it because we are inspired or because we are geniuses.

We will do it because we know our trade—trade of handling words. And we can get our situations and incidents for novels either out of the news columns of the daily press or by doing what other novelists do consciously or unconsciously—by rewriting stories that have been written before.

All the situations that are possible in human life have been threshed over and over again in the same combination and in different combinations until there is absolutely no new thing in any novel under the sun.



We know our trade of handling words.

I believe that literary workers succeed by absolutely fixed rules, just as people succeed in other lines of endeavor. They do it by giving to the public what they find the public wants.

A busines man, or a banker, or a railroad builder, or a milliner, or a novelist succeeds because he does something that people want done.



He succeeds on the Stock market because he knows the game.

People are willing to pay for the things they want. They are willing to pay for good work in any line. The man who gives them good

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work, in the way they want it, will succeed. The man who does not will fail, and that is absolutely all there is about it.

The man who succeeds on the stock market succeeds because he knows the game and plays it properly. If his children "never die of the measles," it is because he has sense enough to take proper care of them and to see that they get promptly the best medical attendance.

If they do not "take to low company," it is because he has given them the sort of education, both at home and in school—the sort of environment, the sort of companionship—that will make it, mentally and physically, impossible for them to take to low company.

There is no luck about it. It is just the plainest kind of common sense.

If he "goes heartily through this comfortable world into another just as comfortable," it is because he helps to make this world comfortable, because he behaves himself and lives and works and plays in a wholesome manner, and doesn't fulminate fool theories about luck and ill-luck.

It is probably because he believes in "doing what his hand finds to do with all his might" and because he gives his attention to his work instead of sitting by and crying because he has no luck.

Do you suppose that Paderewski plays the piano as he does simply because he is lucky?

Do you think you are a more able piano player than Paderewski and that it "just happens" that he is famous and you are not?

Is it impossible to understand why Edison and Tesla make electrical discoveries?

Is it astonishing that John Wanamaker succeeds in dry goods business, or that the Pennsylvania Railroad is successful while others are not?

Is it luck that gives the Pennsylvania a good roadbed, the best engines and a perfect train service?

Don't you ever think for a moment that it's luck in these cases or in any other case of success.

It is good, earnest, honest, hard work—work in the right direction—work with brains—but everlastingly, persistently and continuously—work.

Most of the people who fail, fail because they are lazy.

There are a great many more failures, because of lack of energy, than because of lack of ability.

And, while it probably hasn't anything to do with this case, I want to register the fact, which I have observed over and over again, that a very large proportion of the failures of young men is due to laziness and inattention to business, directly caused by personal vanity.

Let a man once get the idea that he is either a genius or a thing of beauty, and you can cross him right off the map. He is never going to succeed. He is "Brother Bill," all right, and he is going to be left at the post.

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SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

The Southern Hardware Jobbers' Association holds its annual convention at Atlanta, Ga., May 24 to 27. The following programme has been prepared:

Morning Session—Tuesday, May 24th, 1904.

Convention Hall, Kimball Hotel Ball Room.

Delegates and visitors will please assemble promptly at 9.30 A. M. The manufacturers, their representatives and the ladies are cordially invited to this session.

Meeting called to order by the President.
Prayer.
Roll call.
Chorus—"America."
Address of welcome by the President.
"Here's Our Hand."—Evan P. Howell, Mayor, Atlanta, Ga.
Address of welcome to the Manufacturers.
Response.
Annual Address of the President.
Report of Reception Committee—Irby Bennett, Chairman.
Introduction of new members, visitors and guests.
Impromptu Addresses.
Informal reception of manufacturers, jobbers and their representatives.

During this reception each person is requested to register in the association's official register, at which time the Sergeant-at-Arms will distribute one to each person, the badges prepared for those in attendance at the convention.

Afternoon Session.

Executive, for jobbers only.
Meeting called to order promptly at 2.30 P. M.
Reading of minutes of 1903 convention.
Report of Secretary-Treasurer.
Report of Transportation Committee.
Report of Press Committee.
Report of Grievance Committee.
Report of Manufacturers' Committee.
Report of Membership Committee.
Report of Supply Committee.
Report of Metal Committee.
Report of Executive Committee.
Appointment of Special Committees.
Communications.
Miscellaneous Business.
Discussion of Executive Committee's Report.
"Our Association. What Shall be Done to Nurture It?"
General Discussion.
Each speaker limited to five minutes.
Opening of Question Box.
General Discussion.

Evening.

Entertainment Features to be Announced.

Morning Session—Wednesday, May 25th.

Executive, for jobbers only.
Meeting called to order promptly at 9.30 A. M.
"The Hardware Jobber—His Worst Enemy."
Open Discussion, each speaker limited to five minutes.
Opening of the Question Box.
General Discussion.

Afternoon Session.

Joint session of jobbers, manufacturers and their representatives, the Southern Hardware Jobbers' Association being the guests of the American Hardware Manufacturers' Association.
Convention Hall, Piedmont Hotel.
Meeting called to order promptly at 2.30 P. M.
Rebates and Restrictive Prices from Manufacturers of Association Goods vs. Open Market.
Open Discussion, each speaker limited to five minutes.
"Should Not Manufacturers Protect the Jobbers Against Radical Declines Brought About by Disagreements in Their Own Associations?"
Open Discussion, each speaker limited to five minutes.
Opening of Question Box.
General Discussion.

Evening.

Smoker, 8.30 to 12.00. Dining Room, Kimball Hotel.
Complimentary to Delegates and visitors.
Tendered by the Reception Committee.

Morning Session—Thursday, May 26th.

Executive, for jobbers only.
Meeting called to order promptly at 9.30 A. M.
Discussion of Committee Reports.
"Increased Expense Account and How to Reduce It."
Open Discussion, each speaker limited to five minutes.
"Employees Mutual Benefit Association."
Open Discussion, each speaker limited to five minutes.
Opening of Question Box.
General Discussion.

Afternoon.

Joint session of jobbers, manufacturers and their representatives.
Convention Hall, Ball room, Kimball Hotel.
Meeting called to order promptly at 2.30 P. M.
"Suggestion to the Buyer from the Traveling Man."
"The Injustice of Associated Manufacturers Withholding Premiums from Jobbers on Account of the Purchase of Goods Other than Their Manufacture."
Open Discussion, each speaker limited to five minutes.
Opening of Question Box.
General Discussion.

Evening.

Banquet.
Tendered by the Manufacturers.

Morning Session—Friday, May 27th.

Executive, for jobbers only.
Meeting called to order promptly at 9.30 A. M.
Unfinished Business.
Miscellaneous Business.
General Discussion.
Reports of Special Committees.
Election of Officers.
Selection of place for next annual convention.
Adjournment.

Afternoon.

Trolley Ride over the City of Atlanta. Tendered by the Atlanta Jobbers to the visting jobbers, the manufacturers, their representatives and the ladies.

Evening.

Entertainment features to be announced.



The GENUINE BUCKEYE PRUNER

like all other good things, has a number of imitators, that seek to grow fat on the reputation which it enjoys.

Be sure that you offer your customers the **Genuine Buckeye Pruner.** See that our trade-mark, (Buck's Head,) is on the label. It is a Pruner that will give satisfaction. Others may, but it's doubtful.

Strong, with hand-forged blades, easy to operate—grasp the limb with the hook and cut towards you. No other pruner like it.

Size:—25-inch.
One dozen in a case.
Prices sent on request.

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Warranty deed to lot and share of stock issued when $50.00 is paid.

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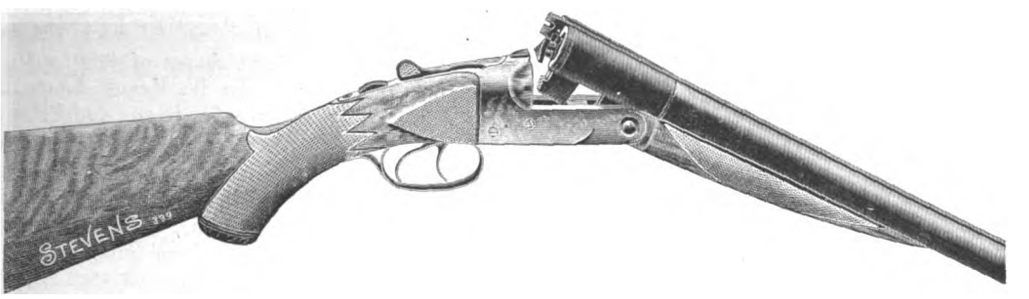
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Has special "Smokeless" steel barrels, choke bored for nitro powder. Extension rib matted, drop forged frame and reinforced breech, Anson and Deeley type action; top snap; treble bolt; automatic safety; extra long frame; all parts drop forged. Varnished walnut stock, finely finished, with pistol grip checked and capped; Deeley and Edge forearm, checked; adapted for any standard make of shell for either Black or Smokeless powders. Made in 12 and 16 GAUGE, and 28–30–32 inch barrels and 28–30 inch barrels respectively. Weight from 7¼ to 8½ pounds.

PRICE - - - - - - - - - - $25.00

THE STEVENS "LITTLE KRAG" RIFLE No. 65



Open Front Sight 35c. Peep Sight 35c.

Has a 20-inch round barrel, blued steel frame, single trigger action; oiled walnut stock and forearm, rubber butt plate, adapted for .22 Long Rifle R F., C. B. Caps, .22 Short and .22 Long Cartridges. Bead front and rear peep sights. Weight 3¼ pounds.

PRICE - - - - - - - - - - $5.00

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Baltimore, Md.—The Duke-Peterson Hardware Company, a new corporation, has been formed to take over the business of the wholesale Hardware firm of Findlay, Roberts & Co., formerly located at 25 Hopkins Place. The new firm has a capital stock of $50,000, and is located at 308 West German Street. The officers are: W. B. Duke, president; W. J. Hopper, vice-president, and J. W. Peterson, secretary and treasurer.

Boston, Mass.—W. H. Magoon Co., Hardware, has been incorporated. Capital, $50,000. President, Alfred W. Drew; treasurer, Bertrand L. Drew.

Brownwood, Texas.—Weakley Hardware Company has been incorporated. Capital stock, $25,000. Purpose, purchase and sale at wholesale and retail all kinds of Hardware. Incorporators: J. I. Cinham, C. H. Benjamin, Ira W. Hall, J. J. Pimmins and C. Weakley.

Camden, N. Y.—James Stark, Jr., has rented the Newland Block, and will open a Hardware store soon.

Canajoharie, N. Y.—W. R. Wheeler has opened a plumbing, stove and tinware store in the Conboy Building.

Charlotte, N. C.—The Allen Hardware Co. has been incorporated with $100,000 capital, $75,000 paid in.

Chester, S. C.—The Waters & Spratt Company has been incorporated to sell merchandise, particularly crockery and Hardware. The capital is $5,000, and the officers are: Walter F. Waters, president, and B. M. Spratt, Jr., secretary and treasurer.

East Liverpool, Ohio.—King Eells Hardware Co. has been incorporated by A. W. King, L. N. King, J. E. Eells, M. M. Eells, E. N. McKelvey. Capital, $25,000.

Edwardsville, Pa.—W. G. Watkins has opened a new Hardware store.

El Reno, Texas.—The Bonebrake Hardware Company has been incorporated with $30,000 capital stock. The incorporators are: E. A. and J. E. Bonebrake and J. H. Nail, of El Reno; H. E. Bonebrake, of Weatherford; George E. Johnson, of Sayre.

Frazeysburg, Ohio.—Lawrence and Edward McNaught, of this city, have opened a Hardware store in the room formerly occupied by the Frazeysburg Manufacturing Co.

Grand Rapids, Mich.—The Monroe Hardware Co. has been incorporated. Capital stock, $20,000.

Greenwich, Conn.—The Jaynes Hardware Company has been incorporated. Capital stock, $10,000.

Hardwick, Vt.—R. S. Hooper will open a Hardware store at an early date.

Little Rock, Ark.—Bracy Brothers Hardware Company has been incorporated; capital stock, $25,000. The corporators are: M. C. Cross, S. A. Buchanan, W. F. Bracy, S. V. Bracy, E. D. Bracy, J. T. Bracy and A. V. Walker.

Lockesburg, Ark.—The Lockesburg Hardware Company has been incorporated. The corporators are: A. C. Steel, T. W. McCown, C. W. Russey, R. A. Gilliam, M. L. Norwood, J. M. Thompson, Thos. Dillahunty, J. T. Wright, John T. Locke and Alex Luther. The capital stock is $12,000, of which $6,000 has been subscribed.

Longview, Texas,—Northcutt Hardware Company has been incorporated. Capital stock, $30,000. Incorporators: W. D. Northcutt, W. S. Mayfield, E. B. Prothro, S. C. Forman, C. L. Taylor and W. G. Northcutt.

Middletown, Pa.—B. Frank Seltzer, of Washington, N. J., will open a Hardware and general variety store in the basement under the saddlery shop on Union Street. B. F. Seltzer expects to be ready for business in a few weeks.

Mobile, Ala.—The Walter A. Zelnicker Company, of Alabama, has been incorporated. The capital stock placed at $90,000. The incorporators are: Walter A. Zelnicker, of St. Louis; Ella W. Stanton, Wilson Ashley, James H. Zelnicker and B. B. Boone, of Mobile. The principal place of business will be Mobile, and the purpose is to do a general railway, mill and steamships' supply business, and also a Hardware business.

Nashville, Tenn.—The Jones & Hopkins Manufacturing Company has been incorporated; capital, $50,000. The company is a reorganization of the firm of Jones & Hopkins, stove and domestic supply dealers, on North College Street. The incorporators are: John A. Jones, A. Mosely Hopkins, H. M. Sawrie, George T. Finnegan, David A. Binns and I. L. Pendleton. The new company will engage in the business of jobbing and manufacturing Hardware and kindred lines, and will put several men on the road covering for the present Tennessee, Kentucky, Alabama and Georgia. The company will increase its stock to meet the exigencies of the case, carrying a full line of goods, both for the wholesale and retail business.

New York, N. Y.—On or about April 15th, Louis Hartmann and his son, Henry W., will open a new Hardware store at 169th Street and Prospect Avenue, under the firm name of Louis Hartmann & Son.

North Castle, Pa.—Alfred J. Graham, of Lowellville, and D. E. Myers will open a store shortly and engage in the Hardware business.

Pasadena, Cal.—The Graham, Salisbury, White Company has been incorporated for the purpose of engaging in a general mercantile business, but more particularly in Hardware. The incorporators are: Samuel F. Graham, M. H. Salisbury, Nathan White, Mrs. M. A. Graham and Mrs. Georgia White. The capital stock is $25,000, of which $500 is subscribed.

Portsmouth, Va.—Bohanon & Blick will shortly open up a wholesale and retail Hardware store, and will carry an up-to-date line of that class of goods.

Port Washington, Wis.—The Kraus & Graw Hardware Co. has been incorporated; capital stock, $25,000, divided into 250 shares of $100 each; incorporators: John W. Kraus, Adam A. Graw, Lawrence H. Kraus and Peter J. Kraus.

Salem, Mass.—James Welsh, of this city, has opened a Hardware store in the Hawthorne Block. In addition to Hardware, Mr. Welsh will carry a full line of shoemakers' supplies.

Shawnee, Okla.—The Harry Meade Hardware Company has been incorporated with $25,000 capital stock. The incorporators are: Harry Mead, S. T. Pierson and Frederick Brown Wells.

St. Louis, Mo.—Schoening Hardware Company has been incorporated by E. E. Schoening, William L. Schoening, Charles A. Schoening, to do a general wholesale and retail Hardware business; capital stock, full paid, $20,000.

Sturgeon Bay, Wis.—The Schmidtke & May Company has been incorporated; Hardware and farm implements; capital, $20,000; incorporators: Herman A. Schmidtke, John A. May, William H. Hembel, and Lillian H. Schmidtke.

Sutton, W. Va.—The Braxton Hardware Company has been incorporated to deal in all kinds of Hardware. Capital, $10,000. Incorporators: Lee E. Hyer, E. L. Bland, Jake Fisher, of Sutton, W. Va.; C. A. Wearengen, C. B. Chancellor, of Parkersburg, W. Va.

Syracuse, N. Y.—The W. H. Landers Company has been incorporated with a capital of $20,000 to deal in stoves and similar commodities. The directors are: William H. Landers, Anna Landers, and James B. Murtagh.

Watkinsville, Ga.—W. T. Ashford, of Atlanta, will furnish the capital for a Hardware store in Athens, Ga., to be established at an early date.

Changes.

Cazenovia, N. Y.—The Hardware firm of Aikman & Norton has been dissolved. Mr. Aikman will continue the business and Mr. Norton will do a plumbing business for himself.

Cleveland, Ohio.—The firm name of the Western Glass & Hardware Company has been changed to The Western Gaslamp Co.

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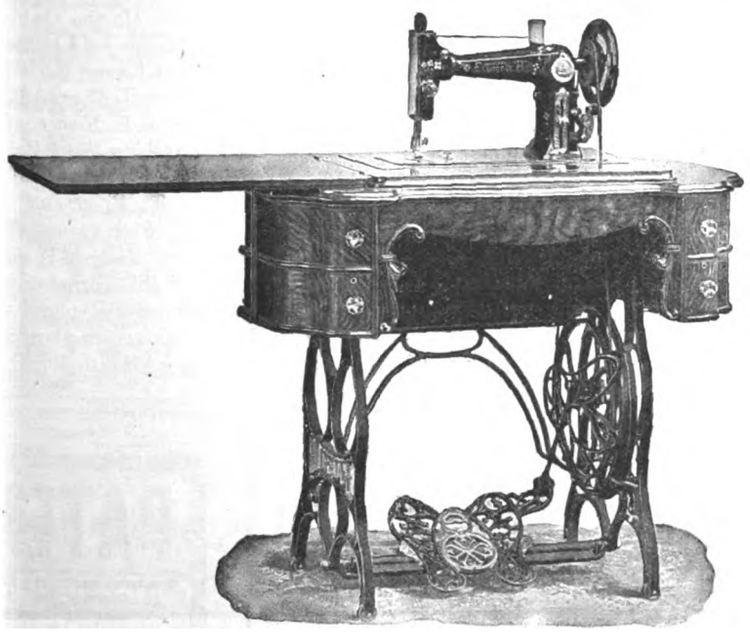
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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Chattanooga, Tenn. — The Chattanooga Plow Company has been incorporated. The incorporators are: Newell Sanders, G. W. Wheeland, C. C. Bloomfield, C. D. Mitchell, and Judson Buchanan, of Chattanooga.

Columbus, Ohio.—The Champion Steel Range Company has been incorporated to manufacture and deal in steel ranges. stoves, etc.; $100,000 capital stock.

Derby, Conn.—The D. M. Bassett Bolt Works has been incorporated; capital stock, $50,000, to take over and continue the business of Dickerman M. Bassett carried on in the towns of Derby and Huntington.

Fort Smith, Ark.—The Fort Smith Refrigerator Works has been incorporated. Capital stock, $10,000. Incorporators: W. L. Tracy, C. A. Tracy, R. H. Smolinske and O. W. Campbell.

Fremont, O.—S. H. Wilson, an expert cutler, for many years employed in a local factory, is at the head of a project to establish a new cutlery concern in this city for the manufacture of pocket cutlery.

Grand Rapids, Mich.—The Grand Rapids Saddlery Hardware Manufacturing Company has been organized with a capitalization of $20,000. The company will engage in buying, selling and manufacturing saddlery Hardware.

Morristown, N. J. — The Sausome Stove Company has been incorporated; capital, $25,000. Incorporators: George Sausome, Frederick Muchmore, Charles W. Vernon.

Peru, Ind.—The Peru Wire Fence Co. has been incorporated, with $3,000 capital, by Anson T. Reed, H. E. Whiting and Charles E. Redman.

Pittsburgh, Pa. — The Pittsburgh Scale Co. has been incorporated with a capital of $100,000. It proposes to build a scale works in the Pittsburgh district.

Reading, Pa.—The Crescent Brass Manufacturing Company, which has leased the three-story brick building owned by the P. & R. Company at Bingaman and 7th Street, has been incorporated. The plant is now being remodeled and equipped for the new business. Brass castings and articles of building Hardware will be the principal products of the new company. C. George McCord, the principal member of the company, has for many years been connected with the Reading Hardware Company.

Royersford, Pa.—The Floyd-Wells Company, manufacturers of stoves and heaters, has been incorporated. The subscribers are: Isaac Brooke, C. W. Wagoner, I. Irwin Wells, W. J. Wagoner, George W. Wagoner. All are directors, and G. W. Wagoner is treasurer. The capital stock is $210,000.

Salem, Mass.—Salem Stone Tool Co. has been incorporated; capital, $40,000; president, M. J. O'Rourke; treasurer, A. E. Douglas.

St. Louis, Mo.—The St. Louis Mfg. & Model Perfecting Co. has been incorporated. Incorporators: W. H. Baumann, S. T. Bradley and J. D. Hodges; to manufacture and deal in Hardware specialties and novelties, etc. Capital stock, $50,000.

Syracuse, N. Y.—The W. H. Landers Company has been incorporated; capital, $20,000. The company will manufacture and sell stoves, furnaces and plumbers' supplies. William H. Landers, Anna Landers and James B. Murtaugh are the directors.

Toledo, Ohio.—The High Speed Tool Company was organized in this city on March 14, and it will have its offices at 613 Spitzer Building. E. R. Davis, formerly a representative of a steel concern, of Sheffield, England, will be the general manager. It is the present intention to establish a factory in this city within the next three months, where cutters, drills and reamers, of which the company will make a specialty, will be manufactured.

Woodville, Miss. — The Woodville Broom & Mfg. Co. has been incorporated with a capital stock of $5,000.

Worcester, Mass. — The Worcester Lawn Mower Company has been incorporated with a paid-up capital of $15,000 for the manufacture of an improved lawn mower that has many advantages over the old style machine. The company is made up of men already prominently identified with the manufacturing interests of Worcester, the chief owners being Albert B. Curtis and F. E. Reed, of the Reed & Curtis Screw Company. Mr. Curtis is president of the new company, Mr. Reed, treasurer, Eben F. Thompson, clerk of the corporation, and Waldo A. Loud, superintendent.

York City, Pa.—A new nail plant is to be started here, the promoters of which are Wm. Kline, Benjamin Busler, of Sunbury, who is now superintendent of the Sunbury Nail Works, and others. The plant is to be modern in every respect.

Changes.

Augusta, Maine.—The American File Company, a corporation organized under the laws of Maine, has changed its name to the Colonial File Company.

Baltimore, Md.—A large four-story brick factory will be built on the lot 303 x316 feet bounded by Byrd, Barney, Johnson and Wells Street, to be occupied by the William J. Hooper Company, manufacturers of nets and twines, whose place of business was formerly at 116 South Street and who are now at 15 West Franklin Street.

Kalamazoo, Mich.—The Bremer Machine Co., of this city, will close its plant in a short time and consolidate with the Burnham Tool Co., of Jackson, and the Caldwell Furnace and Foundry Co., of Toledo, O. The new concern will be located at Toledo with a capital stock of $200,000.

Rockford, Pa.—The Emerson Manufacturing Co. has increased its capital stock of its Spokane, Wash., branch from $12,000 to $35,000, it being its purpose to make a more active effort to secure trade in that territory. The company manufactures agricultural implements.

Springfield, Ohio.—The Western Tool and Mfg. Co. has changed its name to The Western Manufacturing Co.

Syracuse, N. Y.—The Hyle Steel Tool Company will take possession of its new plant in the Eastern part of the city in about ten days. It is a big plant and all of the buildings are nearly in readiness with new equipment.

Taunton, Mass.—The Globe Manufacturing Co., manufacturers of special nails, etc., has recently been installing new and improved machinery and has increased its output 75 per cent. It now makes more than 100 different special nails.

Miscellaneous.

Lansing, Mich.—At the annual meeting of the Western Tool Co. stockholders, the old officers were re-elected, as follows: H. H. Larned, president; James P. Edmonds, vice-president; A. T. Van Dervoort, secretary and manager. The business has shown a steady, profitable growth, and a stock dividend of forty per cent. was declared on paid-in capital.

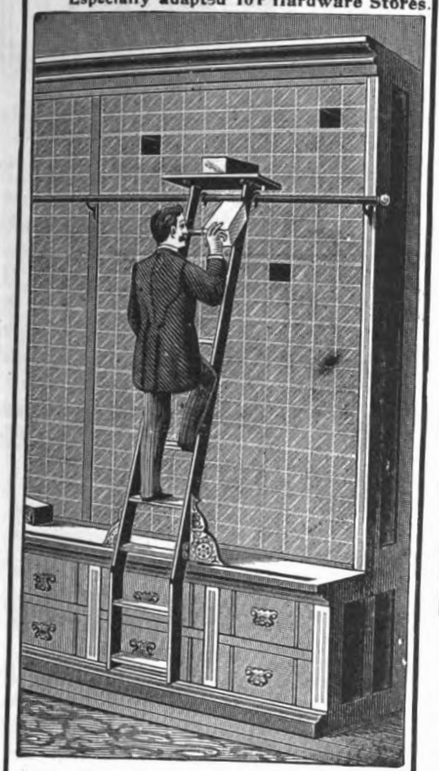
Portland, Me.—The first annual meeting of the Marine Hardware and Equipment Co. was held at the offices of the N. & H. B. Cleaves, the following directors being elected: George H. Griffin, of Portland; John E. Fisher, of Portland; Walter F. Robinson, of Portsmouth, N. H.; William H. Whiting, of Baltimore, Md.; George T. Spear, of South Portland. John E. Fisher was elected clerk and treasurer. George H. Griffin is the president of this corporation, which was organized several months ago and which has an extensive plant at the old bicycle factory at South Portland.

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It will give you a larger profit and your customers will be better satisfied if they trim their buildings with

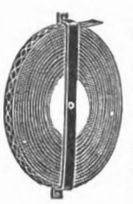
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and Lamps are delighting our customers, because our Improved Generators are properly constructed; we have been improving them for four years—anyone can easily clean them. Hundreds of testimonials from merchants. We don't ask you to take our word for it—**we send them on trial.** 600 candle power Lighting Systems—Arc Lamps—Gravity Lamps—all styles. We are selling hundreds of our Improved Generators (burners) to put on other lamps where the burner has proven worthless. Reduce your light bills 75 per cent., and sell to your neighbors.

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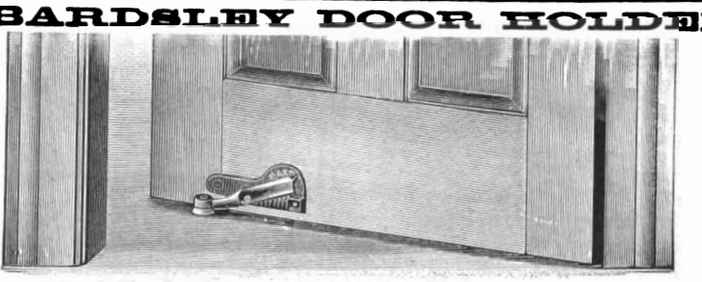
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Solid Spun Brass and Nickel Plated. A boon for the Sick-Room, Camp, Travelers, Chafing Dish, Light Housekeeping or wherever gas is not available or desirable. Makes its own gas, is portable, uses only 2 cents worth of alcohol in an hour. Burns odorless, wickless, and weighs only 7¼ ounces. It can not explode, and never gets out of order. The genuine is put up in a neat white carton, bearing the name "GLOGAU'S," and is NICKEL-PLATED. Accept no other. Retails at 75c. Sample sent anywhere Exp. paid on receipt of 50c.

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The BARDSLEY DOOR HOLDER.



This Cut shows how the Holder appears holding Door open.

Quickly operated by the foot, holding the door at any angle. Write for Catalog.

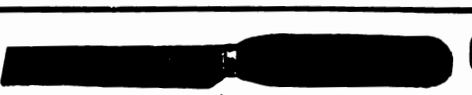
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BOSTON, 18 Pearl St. CHICAGO, 86 Lake St. SAN FRANCISCO, 519 Mission St.

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BENNINGTON, N. H., U. S. A.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Canon City, Colo.—The Rodda-Thomas Cycle and Supply Company has been organized to deal in sporting goods, bicycles, phonographs, etc., by J. H. Rodda, former manager of the bicycle department of the Cooper Electric and Cycle Company, whose business the new firm acquired, and L. S. Thomas, of Fayetteville, Tenn.

Danvers, Mass.—Danvers Sporting Goods Company has been incorporated; capital, $5,000; president, John T. Carrol; treasurer, Joseph J. Jolly.

Grand Rapids, Mich.—Wheelmen of this city met recently and organized the Grand Rapids Bicycle and Motor Cycle Club. The following officers were chosen: W. B. Jarvis, president; A. B. Richmond, secretary and treasurer; George A. Beelby, captain, and W. S. Daniels, lieutenant.

Hagarstown, Md.—R. S. Crawford, former manager of the Crawford Bicycle Works, now the Pope Manufacturing Company, of this city, has completed arrangements for locating a factory here for the manufacture of his new motor car. Mr. Crawford has just had the car patented.

Jersey City, N. J.—Excelsior Powder Company has been incorporated; registered office, Commercial Trust Building, Jersey City; capital stock, $100,000. Corporators: C. T. Willard, H. H. Nieman and A. H. Kelley. The company is to make blasting and sporting powders.

Jersey City, N. J.—The Excelsior Powder Manufacturing Company, with capital stock of $100,000, has been incorporated by C. T. Willard, H. H. Nieman and A. H. Kelley.

Lynn, Mass.—Willard S. Achorn will open a bicycle and automobile store in the new one-story building 30x75 now in the course of erection, on or about the first of May.

Nottingham, Eng.—Shaw and Shrewsbury, Ltd., a new concern, has been incorporated to acquire a business of sports outfitters. Queen's Square, Nottingham, is the registered office.

Poland, N. Y.—The Seavey-Cruikshank Company has been organized and a building is being erected for the new company. In connection with several other lines, they will carry sporting goods.

Portland, Ore.—Reckard & Co. has been incorporated; capital stock, $10,000; A. M. Reckard, Alice Reckard, A. C. Emmons. The purpose of the corporation is to deal in Hardware, guns, bicycles, etc.

Shenandoah, Pa.—The Locust Mountain Powder and Dynamite Company, capital $10,000, has been incorporated.

Spokane, Wash.—J. D. Alexander has opened a store at 908 Sprague Avenue. He will handle the Rambler line of machines.

West Haven, Conn.—N. D. Etheridge has opened a bicycle repairing establishment at 469 Campbell Avenue.

Wilmington, Del.—The Sterling Dynamite Company, capital stock $100,000, has been incorporated under the laws of Alabama. P. B. Griffin, of Birmingham, is the State agent.

Changes.

Addison, N. Y.—An arrangement has been recently consummated whereby Charles Reynolds, president of the Reliance Motor Cycle Company, purchased the building occupied by the Empire State Cycle Company as a permanent quarters for the manufacture of the Reliance Motorcycle. Negotiations are now being made for the purchase of the machinery which is at present the property of the Empire State Cycle Company and now being used to manufacture the new machines. The old Empire State Cycle Company are clearing up the floors and disposing of their stock and will give entire possession to the new company early in the Summer. The company was incorporated last September with a capital stock of $15,000 with C. D. Reynolds, president, J. F. Doll, vice-president, and W. H. Ives, secretary and treasurer.

Buffalo, N. Y.—Ephriam Bros. have opened salesrooms at 557 Main Street, and are carrying sporting goods, athletic outfits, bicycles and automobiles.

Hartford, Conn.—F. H. Turner, former treasurer of the Hartford Rubber Works Company, has resigned from his connection with the company and has been chosen president of the Carlton Foundry Company, at Hartford. Mr. Turner had been connected with the Hartford Rubber Company for twelve years, and is the inventor of the Turner tire.

Hartford, Conn.—The Colts Arms Co. has secured exclusive rights to manufacture in the United States the Vickers-Maxim automatic machine guns. These guns have heretofore been manufactured exclusively by Vickers Sons & Maxim, Limited, of London.

Homestead, Pa.—The Kilgore & Atkinson Sporting Goods Company has increased its capital stock from $20,000 to $40,000 to devote to the extension of its wholesale business.

New York, N. Y.—E. J. Willis Co. will open a store at 38 Columbus Avenue, Boston, Mass., which will be under the management of George H. Brown.

New York, N. Y.—J. H. Lau, of 75 Chambers Street, has made arrangements with two representatives to take care of the Ballistite and Empire powders and the Reble guns in the West. H. W. Vietmer, of Chicago, will cover the territory as far West as the Missouri River, while the Denver district and westward to the Pacific coast will be in the hands of D. W. King, Jr., well known as the maker of the King rifle sight.

Philadelphia, Pa.—The building located at 2513 North Broad Street, has been fitted up and will be occupied by the Philadelphia Motor Cycle Club as a club house.

Portsmouth, O.—The Lloyd, Adams & Simpson Company, manufacturers of patented toy pistols, has bought the Labold Building at the corner of Front and Jefferson Streets, which they will at once remodel to make conform to their needs, and as soon as it is finished they will occupy it.

Riverside, Cal.—V. O. Harter has sold a one-half interest in his store to G. W. Allen.

Springfield, Mass.—Smith & Wesson have been compelled by the heavy demand for their goods to add a new wing to their factory, and have had to engage additional men, and are now making every effort to keep pace with the demand made upon them.

Topeka, Kan.—The Central Cycle and Supply Co. have opened a branch office at 841 Kansas Avenue, where they carry gas light supplies and bicycle supplies.

Washington, D. C.—A. G. Spalding & Bros.' new store at 709 14th Street Northwest, in the Colorado Building, was formally opened on March 21st to its friends and patrons. Handsome floral decorations helped to beautify the establishment, and an orchestra furnished music during the evening. They have leased one of the handsome stores on the Fourteenth Street side of the Colorado Building, where they have put in a full line of their famous athletic goods.

Wilmington, Del.—The St. Louis branch office of the E. I. Dupont Company has been discontinued, and in future the Explosive Supplies Company will handle their goods in that territory. William McBlair, of William McBlair & Co., Chemical Building, was, until his death on January 24, general agent for the company, and the change was made necessary because of his death. The offices of the Explosive Supplies Company are 607-610 Commercial Building, corner of Sixth and Olive Streets, St. Louis. The change went into effect March 1. The Explosive Supplies Company will also handle the business of the Hazard Powder Company in St. Louis.

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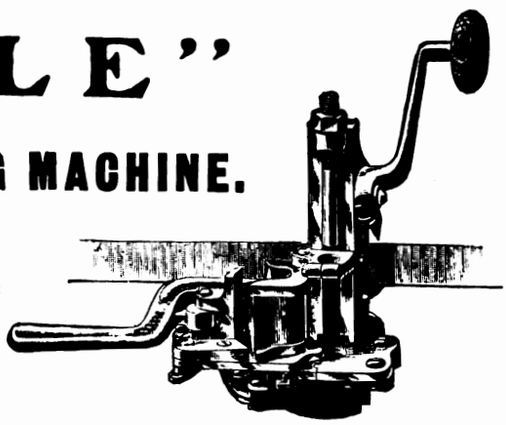
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PATENT

HAND POWER BOTTLE CORKING MACHINE.

The only machine of its kind fit to be handled as shelf goods.
Suitable for **all corks** up to 2 inches long.
For corking all sizes and styles of bottles.
Perfect Pre-Compression of Cork allowing to cork top-full bottles, **without slightest** danger of breakage. **Automatic Bottle Grip** constructed to tightly grasp, hold and centre **any size and shape of bottle. Total weight of complete machine only 7 lbs. and UNIFORM RETAIL SELLING PRICE $7.50 EACH.**



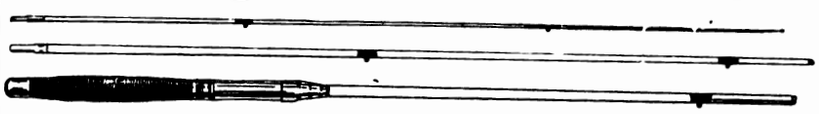
IMPROVED TYPE.

HUGO REISINGER, Manufacturer,

HOWARD E. CASE & CO., Export Agents, 116 Broad Street, N. Y.

11 BROADWAY, N. Y.

Fishing Rods and Tackle



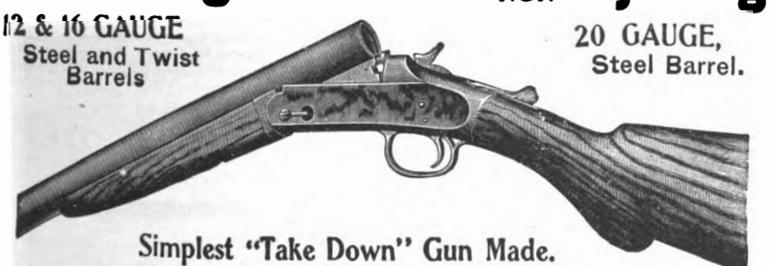
Not only do we manufacture a complete line of Fishing Rods, but also are prepared to quote very low prices on all Tackle. Catalogue free.

CLARK, HORROCKS & CO., Utica, N. Y.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE Steel and Twist Barrels

20 GAUGE, Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. WORCESTER, MASS.

The Original Sandage Steel Skein.



We also manufacture all kinds of Cast Skeins and Wagon Castings. Ask for Catalogue and prices.
Sandage Steel Skein Co., SO. BEND, IND.

RIVETS & WIRE NAILS.



O. O. & E. P. TOWNSEND,
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The "FOLLETT" NUMBERING MACHINE

PRICE $5.00

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Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

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GOOD CHISELS

ANDERSON QUALITY

Neatly packed and Labeled.

If your jobber doesn't handle them write us direct. Don't take cheaper makes that cost you just as much as the Anderson.

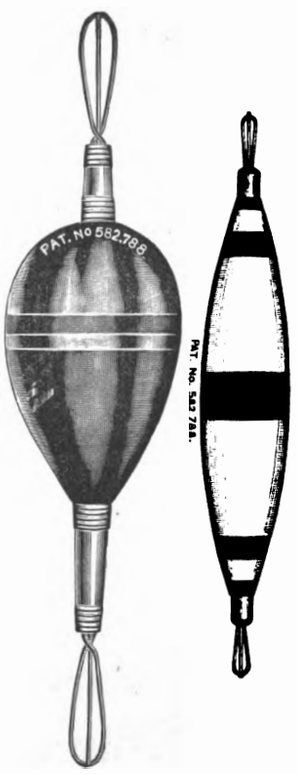
W. H. ANDERSON & SONS
Detroit, Mich.

The Unchallenged Testimony

of discriminating sportsmen regarding Fishing Floats has never been contradicted.

Mast's Patent Floats Are the Best

For the simple reason that they are faultless.



The material of which they are made is tougher, lighter and more buoyant than cork. Practically indestructible. They have proved business baits for sportsman's trade.

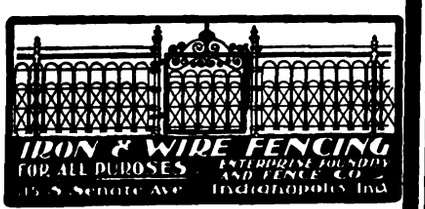
Stop and consider our Patent Floats before sinking your money into inferior goods for 1904.

J. M. MAST MFG. CO.
Lititz, Pa., U. S. A.

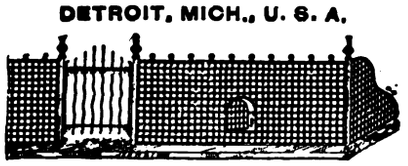
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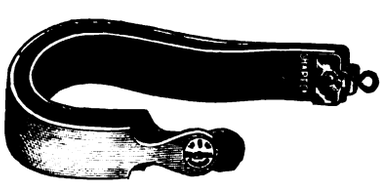
J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

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Razor Strop
is used



This strop is subjected to a chemical treatment (no grit) which will not wear off and which acts like magic on a razor. Will not injure the most expensive razor and is always ready for use.

Liberal Discounts to Dealers.

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Hardwaremen's Exchange

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad received less than three lines.*

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

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8,000 Acres of fine Coal Lands in Tennessee. A Bargain.

Address J. M. GRAY, Jr.
Nashville, Tenn.

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SALESMEN WANTED—Salesmen visiting the Hardware and House Furnishing Goods trade to handle our Enameled Specialties as a side line. Star Enameling & Stamping Co., Pittsburg, Pa. 79

EXPORT AGENTS
BECHTOLD & WOOD,
54 Stone Street. New York City.

Desires to represent for export Manufacturers of Household and Hardware Specialties, Cutlery etc. Builders and Contractors supplies. First-class references given.

Wanted.

WANTED—Situation in Hardware store 10 years' experience in good country retail store. At present employed; unmarried. Wages moderate if good and chance to advance. C. H., care of HARDWARE, 309 Broadway, N. Y.

WANTED TO BUY—Hardware store, $2,500 to $5,000; vicinity of New York, Connecticut, New Jersey or Pennsylvania; or will rent store for Hardware. C. H. H., care of HARDWARE.

Agents Wanted,

THE PUBLISHERS OF HARDWARE want Agents everywhere to solicit subscriptions. We pay liberal commission and in many ways assist our representatives in getting business.

Wanted.

BY a good concern, a very small space in St. Louis Exposition with Hardware firm, which can take care of an exhibit. Address "K" care of HARDWARE.

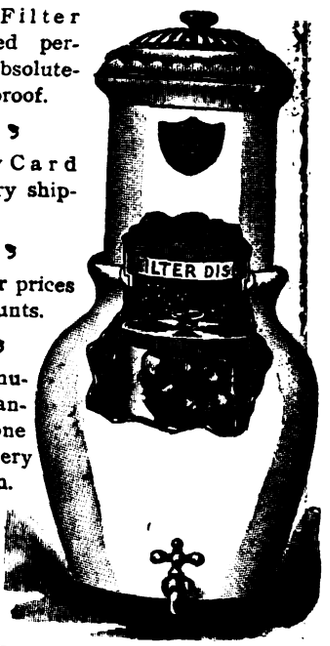
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Germ Proof Water Filters

Every Filter guaranteed perfect and absolutely germ-proof.

Display Card with every shipment.

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We manufacture Sanitary Stone ware of every description.



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It lists the largest line of general merchandise in the world, and is of special interest to hardware dealers. Its prices cannot be duplicated by any other house. It is free to any hardware merchant. Ask for catalogue CC461.

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The ravages of Potatoe Bugs and other insects death-dealing to plants, can easily be prevented and checked by the timely application of

★ Star Brand ★
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It enjoys the best reputation for purity, reliability and effectiveness.

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throughout the United States are using it with entire satisfaction.

Displayed in your store it'll sell itself. **NOW** is the time to place your order. Write for prices, stating quantity. Mention HARDWARE.

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¶ They have been prepared at great expense and we want to send them to every Dealer interested in handling

GOOD
VARNISHES, FILLERS, PAINTS, STAINS, Enamels, Colors, Etc.

Write for them to-day. They're worth having.

E. E. NICE
Philadelphia, Pa., U. S. A.

HORSESHOE MAGNET HAMMER
WARRANTED.

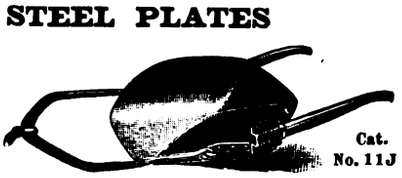


Fitted with long handles. A specialty for billposters and traveling advertisers; also useful in other trades.

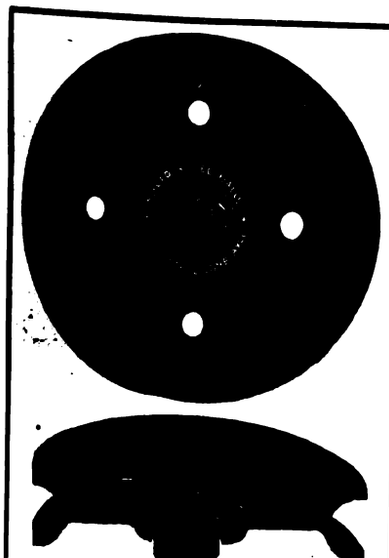
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Arthur R. Robertson, Patentee and Sole Mfr.,
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ARE MADE OF
EXTRA HEAVY STEEL PLATES
AND ARE HUNG SO AS TO
Work Easily and Wear Well.
WRITE US.
Syracuse Chilled Plow Co.,
SYRACUSE, N. Y., U. S. A.



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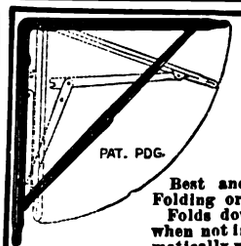


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All Steel Sash Pulleys are the only steel sash pulleys made with solid steel balls running on a turned steel axle.

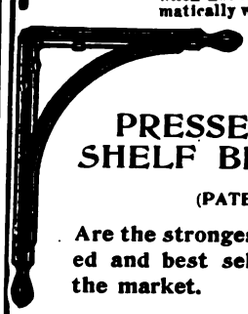
Every dealer should write for free sample and prices. We are the largest makers of sash pulleys in the world. The "GRAND RAPIDS" are the largest sellers. Get the genuine.

Grand Rapids Hardware Company
29 Pearl St. Grand Rapids, Michigan.



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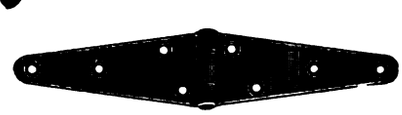
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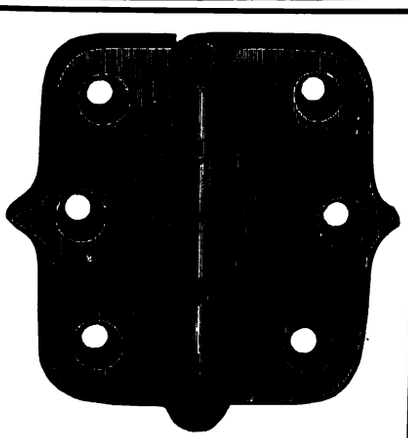
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Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

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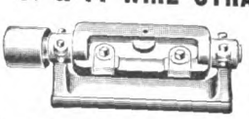
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Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. Send for Catalogue.

C. & F. WIRE STRAIGHTENER.



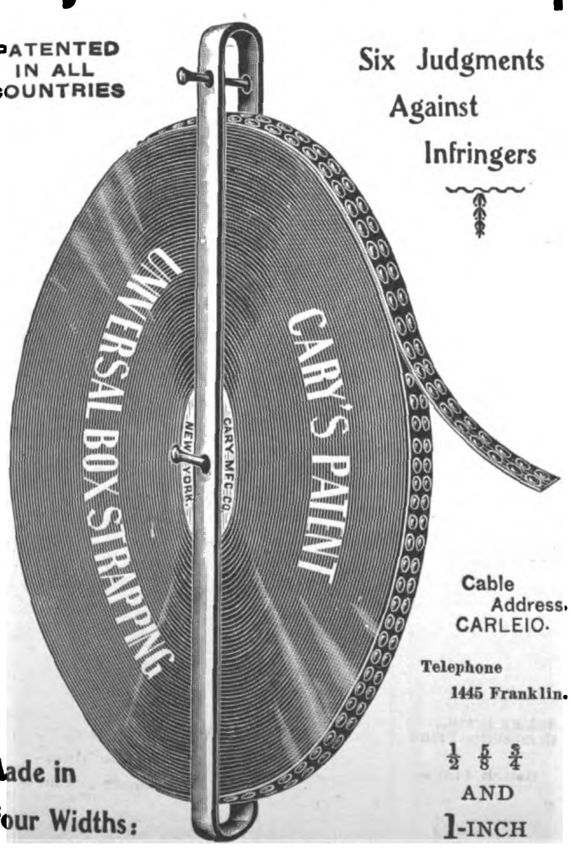
Straightens wire from No. 3 to No. 20. It is 14 inches long, 4½ high and 5 wide. Weight 25 pounds. Send for Circular.

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Cary's Universal Box Strap.

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Cable Address, CARLEIO.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 84@ 85c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 68c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1 49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge.....20%
Climax, Union League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 25 lb bag.....2.25
Markle's Chilled.....1 85
Raymond's Chilled.....1.85
Sparks Chilled.....1.85
Tatham's Chilled.....1.85

GUN WADS—⅌ 1000—

E. E., 11 up	$ .60	15%
E. E., 9 & 10	.70	
E. E., 8	.80	
E. E., 7	.80	
P. E., 11 up	1.00	
P. E., 9 & 10	1.25	
P. E., 8	1.50	
P. E., 7	1.50	

Ely's B. E., 11 and larger.. $1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Adjusters, Blind—

Columbian.....33⅓%
Domestic.....33⅓%

Animal Pokes—

Iowa Farming Tool Co.: ⅌ dos.
Hawkeye.....$3.25
Western.....3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net.....$2 00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ⅌ gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net, 7.20
Bolt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8½c
Eagle Anvils, ⅌ lb, net.....7½@8c
Hay Buddens, Wrought.....9@9¼c
Horse Shoe Brand.....9@9¼c
Peter Wright's.....10¼c
Trenton.....9¼@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%
Bench Anvils, Phoenix.....40%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits } 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 33...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Swan's:
Jenning's Pattern Auger Bits, 50@50&10%
Jenning's Pattern Car.....4%
Jenning's Pattern Machine.....25%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable....$10.50@11.00
Cincinnati Nos. 1, 2 and 3.....25&10%
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Swan's.....20%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ⅌ doz. $60.....50%
Swan's.....60%

DOUBLE CUT GIMLET BITS—

Common, net.....$2.75@3.00
German Pattern, net.....$1 00@4 25
Mayhew's Diamond ⅌ doz. $1.25....40%
Swan's.....40&10%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5
SHIP AUGERS AND BITS—
Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....50%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....85c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch ⅌ doz.....$1.00
Stanley Rule & Level
Handled Brad.....20&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ⅌ doz. $7.50; No. 20, ⅌ dos. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9. 25

HATCHETS—

Hunt's, Underhill's or Blood's...40&10%
Plumb's:
Shingling, etc.....33⅓&5%
Broad and Bb'l.....33⅓%
Boys Axes.....33⅓&5%
D. Simmons & Co.:
Broad, Shingling and Claw, Lath, Hunters', etc. } 50&5%
Picks and Mattocks.....50%

Axle Grease—

Dixons' "Everlasting" Graphite:

1 lb cans (36 in case)	.15 ea.
2 " " "	.25 "
10 " firkins (6 in case)	$1.20 "
25 "	2.75 "
50 " kegs	5.00 "
100 " "	9 00 "
200 " ½ bbls	.08½lb
375 400 lb "	.08½lb

Balances—

Chatillon's:
Light, Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....50%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@33⅓&10%
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
Lever, R. & E. Mfg. Co.'s...55@55&10%
New Departure.....45@50%

COW—

Common Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths'.....70%
Hand.....25&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched....45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Belting, Stitched Cotton—

Sphinx Brand.....60%
Competition Brand.....70%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Phoenix.....50%
Seymour Smith & Sons.....25&10%
Willer's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	11¾c
Pure Manila	12¼c

Bit Holders—

Angular.....45%
Extension:
Barber's, ⅌ doz. $15.00.....45@50%
Ives' ⅌ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, ⅌ dos. $3.00.....33⅓&5%
Excelsior ⅌ dos. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity ⅌ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Burr Mfg. Co.'s Steel.....75%
Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel...60&60&10%
Eddy's.....60@10&70%
Harts' Steel.....50@60&10%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves...60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@10%
Wrought Barrel Bolts, Griffin's. 75&10%
Wrought Square.....50@50&10%
Wrought Shutter, Standard list.. 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list.. 50@50&10%
Wr't Sunk Flush, Stanley's list.. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....75&10%
Machine, Plain Nuts..75&10@75&15%
Carriage, Common.....75&5@75&10%
Phila., Eagle, list May 24, '99.....80%

Tire—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common, Phila.....72½&10%
Norway, Phila.....80%
Pertchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....60%
Stove.....80%

MISCELLANEOUS—

Sink.....80

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.35, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....30&10%
Ives.....25&10%

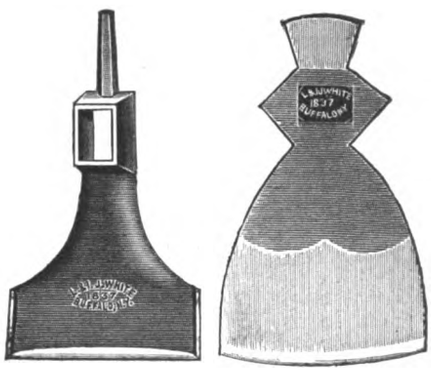
Boring Machines—

WITHOUT AUGERS—	Upright.	Angular.
Jennings'		30&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Three Quarters of A Century

We are the oldest and best known makers of EDGE TOOLS: Hammers, Hatchets, Axes, Adzes, Sledges, etc., in the United States.



If Quality Counts Command Us . .

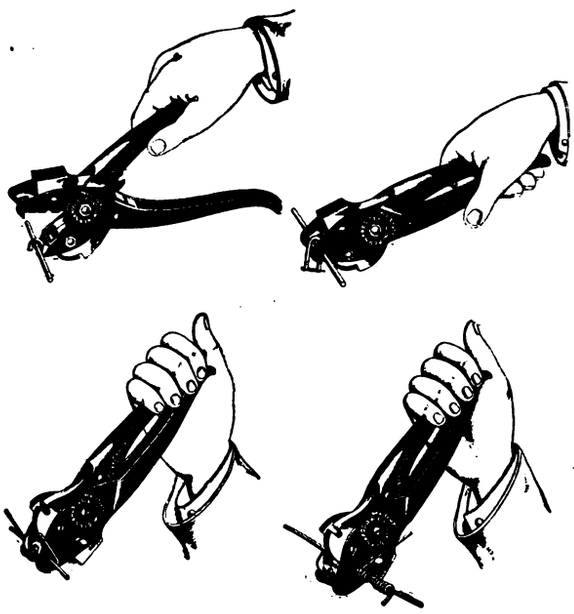
Our complete catalogue tells all about them.
Mention HARDWARE when writing.

L. & I. J. White Company
BUFFALO, N. Y., U. S. A.

Schollhorn's New Model

"Elm City" Staple Pulling Plier

Does rapid, accurate and high grade work. Convenient, durable, powerful. Will cut No. 7 wire.



SIX TOOLS IN ONE
Staple Puller, Wire Splicer, Plier, Cutter and Hammer combined.

***The* Wm. Schollhorn Company**
New Haven, Conn.



YOU OUGHT TO SEE IT!

The New Putnam Ⓦ Horse Nail

Is made by a new and down-to-date method. It has stood the severest practical tests for six months, and

***The* Highest Test**

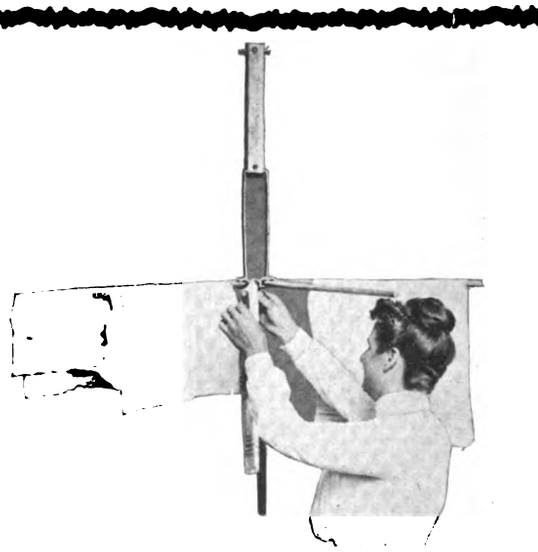
for tensile strength, elongation and elastic limit.

The New Putnam will not crimp, break or sliver. Will not cut off; will hold in the clinch. Drives most easily.

These are some of the reasons why you should handle them.

Send for samples. Special Offer to Hardware Dealers.

PUTNAM NAIL CO.
Neponset, Boston, Mass., U. S. A.



NATIONAL CLOTHES DRYING RACK

for Usefulness, Convenience and Simplicity is unsurpassed by any other rack on the market. The rack is easily lowered for filling and as easily raised to a position out of the way. In offering your trade the "National" you are supplying an article that proves a boon to the housewife, as it provides a simple, quick way of drying clothes, towels, etc. Always handy and always out of the way. One demonstration sells them. Retail price 50 cents.

MATT. REDLINGER
FREEPORT, ILL.

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Scrapers—
Bradley's.....20%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,".....20&10&10&10
Standard Metal Strap Co's:
Eclipse..... 20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'..... 60&5%
Barbers' Ratchet..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet.....60&10%
Spofford..... 60&5%
C. E. Jennings & Co.:
No. 10@11¼%.....50&10%
No. 20¾@21¼%.....50&10%
Lancaster Mach. & Knife Works....50%
Peck's (P. S. & W. Co.)..60&5@60&10%
Gen. Spofford's .....50&10@60%

Brackets—
Brackets, Griffins Folding..... 70&10%
Brackets, Griffin's Pressed Steel 80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases.....80&10%
Shelf, Plain, Regular list 66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co..... .25&10%

Bracket Sets—
Millers Falls Co. .. ..33⅓&10%

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's..... ℔ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—
Standard, List, June 24,1903.....90%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s..80&10@40%
Sargent's 80%
Seymour Smith & Sons.... .....60%

Bull Punches—
Humason & Beckley's, ℔ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's 40%
Beatty's 40%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds 30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....30%
New Haven Edge Tool Co.'s.....40%
P. S. & W .....50@50&5%
Plumbs.....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co..... 25&10%

Butter and Cheese Triers—
Ordinary Black Handle 25%
Humason & Beckley's..... .....40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—

BRASS—
Cast Brass, Tiebouts.....50%
Wrought Brass, list Sept.'96.30@30&10%

CAST IRON—
Loose Joint ..... 70@70&10%
Loose Joint, Japanned .... 70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin..... .....70@70&10%
Mayer's Hinges .....70@70&10%
Parliament Butts.....70@70&10%
Fast Joint, Broad.....50@50&10%
Fast Joint, Narrow..... 50@50&10%

WROUGHT STEEL—
Table and Back Flaps..... 75% | Extra 10% to 10&10
Narrow and Broad..... 75% |
Inside Blind ..... 75&10% |
Loose Pin.....75&10% |
Loose Pin, Ball and Steeple Tip..... 66⅔% |
Japanned, Ball Tip Butts .70&10% |
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10% |

Calipers—
Bemis & Call:
Wing..... .....60%
Double..... .....65%
Inside and Outside..... 65%
Straight Leg..... 65%
Call's Pattern, Inside..... .....55%

Can Openers—
American..... ℔ gross, $1.75@$2.00
Goodell's Acme..... ℔ gross, 6.00
Hopper's..... ℔ gross, 15.00
No. 5, Iron Handle..℔ gross, $2.00@2.25
Phoenix 4%
Sardine Scissors .....75&10%
Sardine Scissors, Forged Steel... ℔ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50. .....75&10%
Universal, ℔ doz., $3.00.....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel..... 75%
Martin's Patent (Phœnix) 45%
Plate.....60@60&5%
Payson's Furniture.....70&10&10%
Payson's Truck .....70&10%
Standard, Ball Bearing..... .45%
Tuckar's Patent, low list..... .....30%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent's..... 70&10%
Weltons.....70&10%

Chain—
American Coil and HalterChains:
"American" .....40@45&10%
"Niagara" .....45@50&5%
"Eureka".....45@50&10%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3 60
¾	3.55
⅞	3.50
1	3.40

Covert Mfg. Co., Breast Chain.... | 40%
Covert Mfg. Co., Halter Chain .... |
Covert Mfg. Co., Heel Chain..... |
Covert Mfg. Co., Rein Chain .... |
Covert Mfg. Co., Stallion Chain.. |
Galvanized Pump Chain .....4¼@4¾c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron...60&10@60,&10&10%
Jack Chain, Brass..60&10@60,&10&10%
Oneida Wire Dog Chains.....45@50&5%
Trace, Wagon and Fancy Chains:
New List.....60@60&10%
Bridgeport, Trace chains.....65%
Stake " 65%
Heel " 30%

COW TIES—
American .....45@50%
Niagara .....45&5@50&10&5%
Covert Mfg. Co.:
Cotton 45%
Hemp.....45%
Jute.....40&5%
Sisal.....20%

Chain Guards—
Aluminum S. & N. Co.....50

Chain Hoists—
Moore's "Anti-Friction"..... .... 30%
Moore's "Differential" .....50&5%
Moore's Hand Hoist, with brake....20%
Moore's Trolleys and Hoists.....30%

Carpet Stretchers—
Montross' "Excelsior,"...℔ dos., $6.00.....30%
Bullard's.....33⅓%
Cast Iron Steel Points.....℔ dos.,....80c
Phoenix 50%
Socket.....℔ doz., $1.75@$3.00

Carpet Sweepers— ℔ doz.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel..... ..$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned..... 20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel 20 00
Perpetual, Regular Bearings... 18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise.....35@30%
Goodell's Family.....net ℔ dos. $5.00

Chisel and File Handles—
See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Mix..... | 70
Ohio Tool Co..... |
P. S. & W..... |
Swan..... |
Witherby..... |
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70...16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co 20%
Jennings & Griffin Mfg. Co.
Tanged Chisels .....30&10%
Tanged Gouges ... .40&10%
Tanged Firmers' .... 40%&10%
Tanged Gouges.....40%

COLD CHISELS—
Good quality, ℔ lb.....15@18c
Snell's Best C. S.....50&10%
Cronk's..... .....50%

Clamps—
Phoenix:
Mal Screw.....50&5%
" Cabinet..... .. ..40&10%
" Quilt Frame.....40%
Adjustable.....50%

Cleaners, Sidewalk— ℔ doz
Challenge Shank $3.25
Star Shank 4.00
Star Socket..... 4.25

Clippers—

HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century.....20%

Coffee Mills—
Box and Side.....60%
Enterprise Mfg. Co.. .....25@30
Lane Bro's Co 30%
National Specialty Mfg. Co.....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses..... .....50%
Dividers 65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension.....40%
Stevens' "Ideal"..... ...25&10%
Stevens' "Leader"... .....25&10%
Wright's.....33⅓%

Coopers' Tools—
Bradley's:
Hoop Drivers 25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises 15%
Inshaves.....20%
Barton's .....30@30&5%
Beatty's 33⅓%
L. & I. J. White .....20@20&5%
Sandusky Tool Co..... 25&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork-Screw Co 33⅓%
Humason & Beckley Mfg. Co...50&10%
Samson .....℔ doz $10.00
Williamson's 40%

Corn and Fodder Compressor—
J. B. Hughes', ℔ dozen net.....$3.00

Corn Hooks— ℔ doz
Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's .....net
Wadsworth's.....net $1.50

Countersinks—
Mayhew's Diamond..... 40%
Smith's.....25%
Snell's 40%
Wheeler's Patent.....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List 30%
Dixons: ℔ gro.
Eclipse .....7 in.$3.75 9 in.$4.25
Emerald 5.00
Oriole 5.00
Rainbow..... 3.12
Solid..... 7.50
Tailors, Black $5.62. Red & Blue$9.00

Curry Combs—
Fitch's List .....net prices
Kohler's 40%
The Metal Stamping Co. Ideal,..30&10%
New York Stamping Co. List, Sept. 17, '97..... .....40%
Phoenix 40%
Perfect.....40%
Rubber, ℔ dos. $7.50.....20&10%
Southington Cutlery Co.'s .....25&10%

Cutlery—
Fosters, Pocket..... .....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment) 40%
Leather (full assortment) .....40&10%
Walter B. Stevens & Son:
Brass 40%
Embossed Gilt..... 30&10%
Leather 40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's ....33⅓@40%
Columbia.....50&10%
Eclipse ....50&10@60%
Home..... .....50&10&10
Garden's..... .....33⅓@40%
Pullman's Screen .....℔ doz. net $4.50

Door Holders—
Empire 50%

Door Springs—
Gem (Coil), list Oct. '95.....30%
Phœnix 33⅓%
Perfect..... .....65&10&10
Pullman, Coil 30%
Star (Coil), list Oct. '95 .....30%
Torrey's Rod, 39 in. ℔ doz., net...$1.25
" " 48 in. " " 3.50
Victor, Coil..... .....50&10&10%

Drain Cleaners—
Iwan's Adjustable 50%
Iwan's Stationary..... .40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list..... ..... 75&10%
Sargent's List..... 60

Drawing Knives—
Adjustable Handle.....35@35&10%
Bradley's ....40&5%
Swan's..... .....70@70&10%
Jennings & Griffin .....65&2&10%
Ohio Tool Co.... ....70@70&10%
P. S. & W ....70@70&10%
Witherby .....70@70&10%
Watrous .....70@70&10%
L. & I. J. White ....16⅔&10%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3 00.15&10%
Ratchet, Billings' Double Acting..33⅓%
Stearns' Bench..... .....30%
Upright, B. & P..... .....30%
Hand, Goodell's..... .....50%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks:.....10%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg. Co 30%
Enterprise Mfg. Co. .....25@30%

Egg Beaters—
Keystone 33⅓%
Spiral .....℔ gro. $4.25@$4.50
Standard Co..... .....Net prices.
Taplin Mfg. Co.....Net prices.

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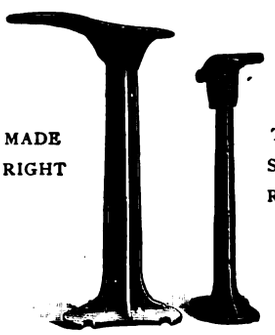
BLACKLOCK FOUNDRY
SOUTH PITTSBURG, TENN.

The Trade Mark that stands for reliable goods, good finish and prompt shipments.

REVERSIBLE

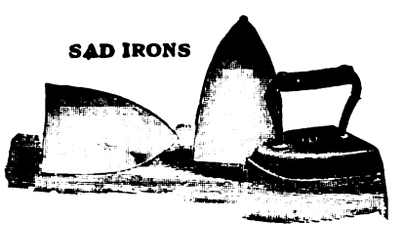
Shoe Lasts and Stands.

Made of Cast Iron.



MADE RIGHT TO SELL RIGHT

SAD IRONS



In this line we are leaders.

Our goods stand the hardest usage.

Our assortment is large.

We have the largest and best equipped factory in the south for the manufacture of Sad Irons, Country and Stove Hollow Ware. Ground and Unground. Sugar Kettles, English Pots, Cast Iron Shoe Lasts and Stands, Kitchen and Corner Sinks, Grates, &c.

Shall we send you our catalogue?

BLACKLOCK FOUNDRY
South Pittsburg, Tenn.

THINGS
MADE
IN
OUR
SHOP

Cash Registers
Show Cases
Coffee Mills
Money Drawers
Lawn Furniture
Rat Traps

SEND for our CATALOGUE

THE SUN MFG. CO.
COLUMBUS, OHIO.

WINTERTON METAL POLISH
FOUR GRADES.
One for Old Brass,
One for Hot Brass,
One for Bright Iron.
Also Liquid Polish.
W. W. CALLERY & CO.,
PITTSBURG, PA.

Screen Doors
Window Screens, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.
THE A. J. PHILLIPS CO.
FENTON, MICH.

"BLUE BOOK" CREDITS
OF THE
HARDWARE
IRON & METAL
TRADES.

We have just issued the most complete and reliable book of credit ratings for this special branch of trade that has ever been published, containing about 400,000 rated names of wholesalers, retailers and manufacturers, covering the trade thoroughly. The ratings are conservative and very reliable. The *paying record* is based upon *ledger experience* of credit men everywhere.

You buy credit information. Isn't it the part of a good buyer to post himself thoroughly on the merits of a book of ratings, gotten up especially for his trade by men with ample capital and who are thoroughly trained in this class of work and who make a *specialty* of it?

Terms of subscription can be had by addressing

Iron and Hardware Mercantile Agency,

BOSTON, 157 Federal St.
NEW YORK, 320 Broadway.
CINCINNATI, 106 East 3d St.
CLEVELAND, 844 Society of Savings Bldg.

Do you handle OHIO WATER TIGHT STEEL HODS?



We have created a demand for these goods that must be supplied, and you should be getting your share of this trade.

They are absolutely WATER TIGHT, the back end being folded like the corner of a dripping pan. No slitting or piecing.

They are light, yet strong and durable. We use a good iron paint, drab in color, which makes them very attractive and if placed where masons can see them, will sell themselves.

The adjustable malleable iron fork and socket, admits of the replacing of a broken handle or taking up shrinkage in a few moments.

Made exactly as represented in cut.

Write to-day for prices. Orders filled promptly.

The GEAUGA MANUFACTURING CO.
Painesville, Ohio.

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Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ℔ lb. 10c
No. 54 to 150, ℔ lb. ..... 10c } -20%
Flour, ℔ lb. ..... 8c }

Enamaline— ℔ gro.
No. 4 ..... $4.50
No. 6 ..... 7.20

Escutcheons—

Wood 25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ℔ doz.
"Challenge" $3.00
Popes 3.00
Wilkinson's ..... $3.00 net
Westerholm's $3.25

Faucets—

Brass Globe Cocks ..... 65@65&10%
Brass Racking ..... 65@65&10%
Compression Bibbs ..... 65@65&10%
Compression Bibbs with flange. 65&10%
Lever Handle Bibbs, Gr. Ky.
Reh ..... 65&10@70%
Fib ..... 65@65&10%
Frary's Iron Petroleum ..... 60@60&10%
John Sommer's "Peerless," Tin Key 40%
John Sommer's "Boss," Tin Key 50%
John Sommer's "Victor," Metal Key ..... 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50%

SELF MEASURING—
Enterprise ℔ doz. $36.00 ..... 40%
Lanes ..... $40.10&2½%

Files—

DOMESTIC—
New List, Nov. 1, 1899.
American ..... 75&5%
Arcade ..... 75&5%
J. Barton Smith ..... 75&5%
Disston's 75%
Disston's Superfine 50%
Eagle 75%
Great Western ..... 75&5%
Kearney & Foot ..... 75&5%
Mc Clellan ..... 75&5%
Nicholson ..... 70&10%
Nicholson's X. F. Files ..... 30@30&10%
Royal ..... 80@80&10%

IMPORTED—
Stubs ..... Stubs' list, 30@33⅓%

Filters—

Acorn 50%
Pulper's Natural Stone ... $3.50@$18.50
Subject to trade discount.

Fish Hooks—

Aller. Fish Hook Co. list ... 60@60&10%
Kirby & Limerick, low list (50c base). 10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ℔ doz. $78.00
Level Winding Steel Pivot Reel ℔ doz. $66.00
Auto Even Spooler ..... ℔ doz. 30.00
Gun Cleaner ..... ℔ doz. 4.20
Lightening Fish Scaler .. ℔ doz. 3.00
Fish Hook Shield ..... ℔ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American ..... 60&20%
Fitch's ..... net prices

Fluting Scissors—

List 45%

Forges—

Boynton & Plummers 60%

Forks—

Geneva:
Two-Tine Hay and Boy ... 50&10&5%
Three Tine Hay and Boy ..... 60&5%
Sanford Pattern, Two and Three Tines ..... 50&10&5%
Four Tine Hay 65%
Long Three Tine, Grain, &c. .. 65%
Long Four Tine Header, &c 65%
Alfalfa, Deep Dish Header ... 65%
Three-Tine Baler 65%
Four-Tine Baler 65%
Barley and Grain ..... 60&20%
Champion Hay 66⅔%
Champion Manure ..... 60&15&2½%
Champion Header 65%
Four-Tine Manure ..... 60&15&2½%
Five and Six Tine Manure 66⅔%&2½%
Spading Forks ..... 70&5%
Potato Digging ..... 60&10%
Baling Press ..... 60&10%
Stable and Fish ..... 50&10&5%
Heavy—
Sugar Beet 50%
Vegetable Scoop 50%
Coke and Coal 50%
Cotton Seed 50%
Sluice 50%

HEAVY FORKS—
Vegetable Scoop ..... } 40&10%
Sugar Beet ..... }
Barn ..... }
Sluice ..... }
Cotton Seed ..... }
Coal and Coke ..... }
Stone ..... }
Tanners' ..... }
Shaving ..... }
Oyster ..... }

Fruit, Wine and Jelly Presses.
Enterprise ..... 20@25%

Fry Pans—
Standard List ..... 70&10

No.	0	1	2	3	4
℔ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.		5	6	7	8
℔ doz.		$6.00	$7.00	$8.00	$9.00

Fuse—

	℔ 1000 ft.	
Hemp Fuse	$2.60	} 5@10%
Cotton Fuse	2.90	
Single Taped Fuse	3.25	
Double Taped Fuse	4.20	
Triple Taped Fuse	5.00	

Gate Hinges—
See Hinges.

Gauges—
Semis & Call's Steel 50%
Clapboard ..... 25&10%
Disstons' Mortise 70%
Marking, Mortise, etc .. 50&10@50&10&10%
Stanley's ..... 20@20&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's 25%
Wire, P. S. & W., low list ... 30@30&10%

Gimlets—
"Diamond" Gimlets, ℔ gr. .. $4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%
Swan's, German Pattern .... 40&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots—
Enameled 40%
Tinned 35%

Graters—
Enterprise ..... 25@30%

Graphite, Lubricating.
Dixon's Pure Flake
632- 1 lb. cans, ... 20 cts. ea.
633- 5 " screw top tin cans, 85 cts. ea.
634- 10 " " " $1.60 "
644- 25 " boxes, ... 15 cts. lb
645- 50 " " ..... 14½ cts. lb
646-100 " kegs, ... 14 cts. lb.
647-350 " barrels, ... 12 cts. lb.

Grindstone Fixtures—
Cronk's 50%
Forest City ..... 30@30&10%
Sargent's Patent ..... 60&10&10%
Stowells Extra Heavy ..... 50&10&10%
Stowells Light ..... 60&10%
P. S. & W. ..... 30&10@40
Reading 60%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's ..... ℔ doz. $6.50

Halters—
Covert Mfg. Co:
Jute Rope Halters ..... 40&5%
Sisal Rope 20%
Web Halters 45%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Humason & Beckley, Nail 70%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75 ..... 40&10%
H. & B., Tack ..... ℔ doz. net $2.50
Maydole's ..... 33⅓%&5@40&10%
Phoenix, Tack ..... 40&10%
Peck, Stow & Wilcox 50%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 40&5%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers ..... 40&5%
Riveting and Tinners' ..... 40&2½%
HEAVY HAMMERS AND SLEDGES—
Under 3 lb ..... 70&2½%
3 to 5 lb ..... 70&12½%
Over 5 lb 70%
Wilkinson's Smiths ..... 9¼c@10c ℔ lb

Hammock Ropes—
Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's ..... ℔ doz. $15 00

Handles—
WOOD—
Auger, assorted ..... ℔ gr. $2.75@3.00
Auger, large ..... ℔ gr. 3.25@3.50
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 8½ 40%
Auger, Swan's Pat., ℔ set, No. 3, $1.00; No. 4, $1.25 ..... 25&10%
Axe, Pick, etc ..... 50@5 &10
Bliss Mfg. Co.
Chisel ..... } 25@33⅓
Brad Awl ..... }
File ..... }
Auger ..... }
Soldering Iron ..... }
Brad Awl ..... ℔ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ℔ doz., net 1.50
File, assorted ..... ℔ gr. $1.12@1.25
Firmer Chisel, Apple, assorted, ℔ gr. $2.25@2.75
Hammer, Hatchet, 50&10@60%
Hoe, Rake and Fork ..... 60@60&5%
"Simplicity" File Handles, ℔ gr. $ .90@1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles .. 60%

CROSS-CUT SAW HANDLES—
Atkins 40%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door—
Old Pattern ..... 60&10%
New England ..... 66⅔@70%
Lane's Covered ..... 50&10&10%
Lane's Hinge Pattern .. net $7.20 ℔ doz.
Lanes:
Standard ..... 50&10&10&5
Special ..... 50&10&10&5
Track for same ..... ℔ 100 ft. net, $3.75
Cronk's:
Nos. 1, 1½, 2 & 3 ..... 60&10%
Nos. 11, 12 ..... 70%
Nos. 21, 21½, 22 ..... 60%
Nos. 32, 50 ..... 60&20%
No. 44 ..... 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ℔ dozen pairs ..... 60&10%
Myers' Stay-on ..... 50&10%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment.
Pullman's ..... ℔ gro. net, $9.00

Hangers, Parlor Door, etc.—
Lane's:
Standard ..... net, $3.85
Ball Bearing 4.15
New Model 3.85
New Champion 2.25

Hardware Shelving—
J. D. Warren Mfg. Co.

OAK CABINETS—
No. B.438, 40 drawers, no partitions, run. ft., $3.60; net each $50.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54 28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $3.75; net each 22.92

NAIL BIN BASES—
No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each 25.84
No 1772, 8 nail spaces and 8 assorted oak drawers above nail bins, run. ft., $3.68; net each, 30.68

Harness Snaps—
See Snaps.

Hasps and Staples—
Cronk's 50%
McKinney's "Perfect," $1.10 ℔ doz. 50%
Wrought ..... 85&10@90%
Wrought, Stanley 80%
Wrought, Griffin 80%

Hatchets—
See Axes.

Hay Tools—
F. E. Myers & Bro.:
Myers Unloader, Double Steel Track $7.00
Myers Unloader, Wood Track .. 7.00
Comb. Car, Double Steel T 7.00
Comb. Car, Wood Track 7.00
Rev. Car., Double Steel Track . 7.00
Rev. Car., Wood Track 7.00
Myers Unloader, Cable 7.00
Myers Unloader, Single Rail 7.00
Sure Grip Sling Car, Steel or Wood Track 12 00
Double Rail Steel Track, complete with clamps ..... ℔ ft. .20
Single Rail Steel Track complete with clamps ..... ℔ ft. .20
D. H. Fork Steel Regular ... each, 1.60
Nellis Fork ..... each, 3.00
Double Grapple Fork ... each, 7.00
Sprout's Shear Fork, each $1.50
Walker Fork, each 2.50
Common 6 in. Wood Sheave Pulley Fig. 483 ..... ℔ doz. 3.90
Faultless Steel Frame K. P. Pulley, Fig. 435 ..... ℔ doz. 4 00
Faultless Steel Frame 6 in. Plain Pulley, Fig 485 ..... ℔ doz. 3.50
Malleable Frame K. P. Pulleys, Fig. 676 ..... ℔ doz. 1.60
Reed Wood Frame Pulley with Hook, Fig. 434 ..... ℔ doz. 4.00
Steel Frame Pulley with Iron Sheave Fig. 565, ℔ doz 3.10
Floor Pulley, Wood Sheave, Fig. 486 ..... ℔ doz. 4.50
Hanging Hooks for Double Steel Track ..... ℔ doz. 1.40
Hanging Hooks for Single Steel Track ..... ℔ doz. 1.40
Hanging Hooks for Wood Track, 10 in ..... ℔ doz. 1.00
Hanging Hooks for Wood Track, 16 in ..... ℔ doz. 1.30
Floor Hooks ¾ in ..... ℔ doz 1.40
Malleable Rafter Brackets, ℔ doz. .70
Wrought Rafter Brackets ℔ doz .70
Rope Hitch ..... ℔ doz. 3.20
Discount on above, 50%

Hay and Straw Knives—
Auburn Hay, Com. & Spear Point 40&10%
Swan's Hay, Sickle Edge, ℔ doz. net $9.50
Swan's Hay, Imp. Serrated ℔ doz. net $10.00
Kohlers, Hay, Sickle edge per doz. net $10
Auburn Straw ..... 40&10%
Weymouth, Flat ..... 65&5%
Wadsworth's ..... 40& 10%

Hedge Trimmers—
Wadsworths:
No. 1, per doz. net $8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap,	6 to 12 in., ℔ lb,	8½c.
	14 to 20 in., ℔ lb,	8½c.
	22 to 36 in., ℔ lb,	8c.

STRAP AND T HINGES.
New List, March 15, 1901.
Light Strap Hinges ..... 80&5% } Extra 10%@80&
Heavy Strap Hinges .... 80&20&10% }
Light T Hinges ..... 75&10&5% }
Heavy T Hinges ..... 75&5% }
Extra Heavy T Hinges ..... 80&20% }
Hinge Hasps ..... 70% }
Corrugated Heavy Strap. 80&20&10% }
Corrugated Ex. Heavy T ..... 80&20 }

SPRING HINGES—
Bommer Brothers.
Bommer Spring Hinges 40%
Bommer B. B. Floor Hinges. 40%
Bardsley's Patent Checking 15%
Chicago 25%
Columbian Hardware Co.
American 50%
Gem 25%
Oxford 30%
Cabinet 30%
Showcase 40%
Columbia, No. 14, net ℔ gro. prs. $ 9.00
" " 18, " " " 18 00
Niles Manuf'g Co 30%

GATE HINGES—
Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E., ℔ doz. $7.80 ..... 60%
N. E., Reversible, ℔ doz. $5.60 ..... 60%
N. Y. State, ℔ doz. $4.90 ..... 50%
Shepard's, Nos. 1, 2, 3 ..... 60&10%
Western, ℔ doz. $4.20 ..... 60%

BLIND HINGES—
Baltinger & Berkley ..... 50&25
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3 ..... 70&10%
Mortise Gravity 50%
Nos. 1, 3, 5 ..... 70&10%
Nos. 40 and 50 ..... 70%
Parker ..... 70&10%
Sargent's, Nos. 1, 2, 3, 5, 11, 18 .... 70&10%
W. H. Co.'s No. 2 Mortise Gravity.. 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ℔ doz. sets 50&10%

Hitching Cords—
Covert Mfg. Co 40%
" " " ..... "
Hitchers Stall 35%

Hoes—
Columbian, Field and Washington Co ..... 70&10%
Meadow and Rhode Island 70%
Ladies', Boys' and Toy ..... 70&12½%
Onion, Turnip and Nursery .. 66⅔&12½%
Street and Mortar ..... 70&10&10%
Blackland or Southern Meadow .. 75&5%
Geneva Planters' ..... 75&12½%
Straight Shank Planters .. 70&10&5%
Mississippi Planters' ..... 75&10&7½%
Geneva Cotton ..... 70&10&10%
Ladies' Cotton ..... 75&7½%
Cotton Chopper ..... 75&12½%
Rough and Ready Cotton ..... 75&10%
Weeding Hoes ..... 75&10%
Turf Edgers ..... 66⅔&15%

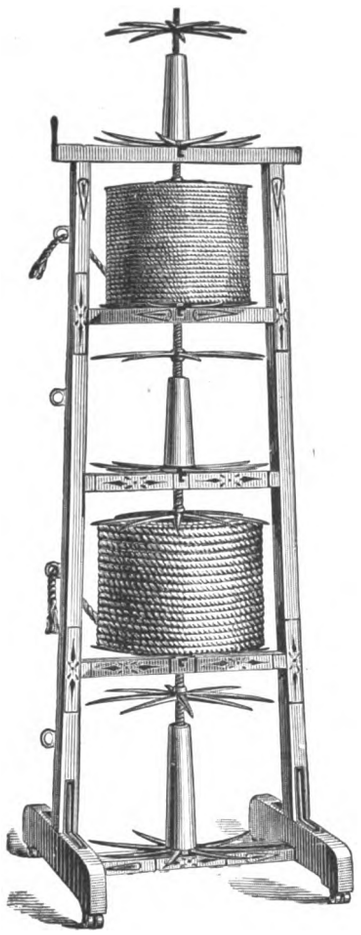
Hoists, Chain—
"Moores'," Anti-Friction 30%
" Hand Hoist 20%

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Unbelievers

are being converted as fast as we can get a whack at them to use our

Patont Rope Reel



EVERY HARDWARE MAN, handling rope, needs it.

No recoiling necessary. Rope is placed upon spools in the shape the coils come. Made of best material, nicely finished and varnished.

The Udell Works
Indianapolis, Ind.

Tool Truths

PECK'S EDGE TOOLS---

all of them, are strictly hand forged, carefully tempered and fully guaranteed against flaws.

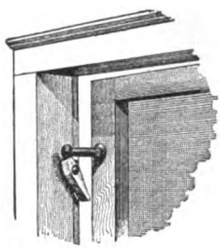


They have made a record in the past for quality, durability and saleability; they enjoy the same distinction to-day. No tool is allowed to leave the factory unless absolutely perfect.

Send for catalogue.

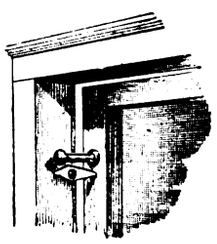
Peck Edge Tool Co.
Cohoes, N. Y., U. S. A.

10 CENTS
BUYS
The "DIME"
Screen Door Check



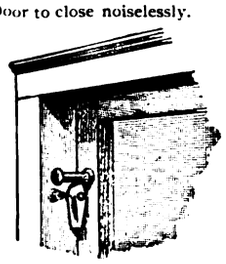
Door closing tips up rubber bumper.

There's nothing so annoying as a slambing, banging, nerve-racking screen door.



Rebounds slightly.

STOP IT!
Use the **Dime Screen Door Check.** It causes the Screen Door to close noiselessly.



Silently closes.

Hardware Dealers!
NOW is a good time to put in a stock of them. Send at once for circular and prices.
Mention HARDWARE.

Caldwell Mfg. Co.
Rochester, N. Y.

HAND ELEVATORS
FOR HARDWARE TRADE.
Send for catalogue.
THE STORM MANUFACTURING CO.,
NEWARK, N, J.
DUMB WAITERS



CLIPPER SHARPENER AND SURFACE GRINDER
PROFITABLE TO EVERY REPAIR SHOP
Clippers Sharpened in 5 minutes earning 50c.
Descriptive Circular and Prices, address,
JOHN VAN BENSCHOTEN,
14-20 Catharine St. POUGHKEEPSIE, N. Y



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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $3.50
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&10%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%
CORN—
Kretsinger Cut-Easy.....⅌ doz. $8 net
CAST IRON—
Bird Cage, Sargent's list.....50&10@60%
Bird Cage, Reading.....60%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Reading.....70%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....⅌ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....20%
Hammock Hooks, E. C. Stearns, ⅌ doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods
NEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%
WIRE—
Atlas Coat and Hat.....45%
Atlas, New List, Single cases.....70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%
Wire Coat and Hat, Standard.....45%
MISCELLANEOUS—
Belt.....75@75&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's.....60%
Cronks Grass.....⅌ doz. $3.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10	
A. C.		25c	23c	22c	21c	21c	40&5%
American, all sizes							9¼c net
	Nos.	6	7	8	9	10	
Anchor & New Haven		23c	21c	20c	19c	18c	40%
	Nos.	6	7	8	9	10	
Ausable		26c	26c	25c	24c	23c	50&10%
C. B. K		26c	23c	22c	21c	21c	40%
Capewell		19c	18c	17c	16c	16c	10&5%
Champlain		28c	26c	25c	24c	23c	40@40&10%
Clinton Fin		19c	17c	16c	15c	14c	30&10%
Essex		28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes							9¼c net
Maud S		26c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ⅌ lb							12c.
Northwestern		26c	23c	22c	21c	20c	25@25&5%
Putnam		23c	21c	20c	19c	18c	33⅓%
Vulcan		23c	21c	20c	19c	18c	25&10%
Western							9¼c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg.....3 75
Horse Ties—
Covert Mfg. Co.:
Cotton.....65%
Hemp.....45%
Jute.....45@ 1(%
Sisal.....20%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....⅌ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33.⅌ doz. $6.00..25@30%
No. 34.⅌ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, ⅌ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..35%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.800 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sand-stone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2¼ in. Bead, ⅌ gr. .....$1.25@1.50
Carriage, Jap.....⅌ gr. 80c..60%
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Glass (R. E.).....40%
Door Por. Nickel.....$2.10@2.25
Picture, Sargent's.....60&10%
Yale & Towne Wood.....net

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Lard and Cheese Press—
The B-B Mfg. Co.:
2-quart.....$4.00
4 " 5.00
8 " 6.50
} 25%

Latches— ⅌ doz.
Cronk's Barn Door.....Net, $2.00

Lathe Disc Sharpener—
The B-B Mfg. Co.:
⅌ doz., net.....$30

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S. C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
Great American.....70@70&5%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pastime:

12 in.	14 in.	16 in.	
$6.00	$6.25	$6.50	each net

Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.	
⅌ doz.	$12.00	$15.00	$24.00....	30%

Kohler's:
Daisy.....net, per dozen$7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ⅌ doz
Ulrich Mfg. Co.....$85.00

Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20

Lead Pipe, Etc. ⅌ lb
Bar Lead.....5@5¼c
Block Tin Pipe.....27½c
Lead Pipe, full lengths.....$4.90
Lead Pipe, Tin Lined.....10c
Sheet Lead, full rolls.....6c

Lemon Squeezers.
Bayer Bros. ⅌ doz. 8-in. $1.00; 10-in. $1.40.....30%
Dean's, Nos. 1, ⅌ doz. $5.50; 2, $3.85; 3, $1.65; Queen, $3.50, net
Hotchkiss, Straight Flush, ⅌ doz. $9.60
Jennings' Star.....⅌ doz. $1.90@4.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@3.50
Porc. Lined, Wood.....⅌ doz. $6.00 80&10@40%
Wood, Common, ⅌ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design.....35&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 20 feet.....50&10%
Cotton Trot.....40%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50.....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $5.50; No. 2, $7.00; No. 3, $7.50 ⅌ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ⅌ doz. $7.50..30%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Champion Night Latches.....40%
Lockwood Mfg. Co.....50%
Moore's Elevator Door.....40%
R & E. Mfg. Co.....45&10%
Reading Hardware Co.....50%
Sargent & Co.....50%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ⅌ dos., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....85&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....35&10%
Eagle.....35&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@35&50%
Lignumvitæ.....45@35&50%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden.....33⅓&5%
Regular Goods.....60&10%

Meat Cutters—
American.....30%

Nos...	1	2	3	4	5	6
Each..	$5	$7	$10	$25	$50	$60

Dixon's.....⅌ dos. 33⅓&5%

Nos.....	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos....	5	10	12	20	25	32
Each...	$2	$3	$2.75	$6	$4.50	$5

Hales.....70%
Home No. 1, ⅌ dos. $22-75.....50&10%
Little Giant.....40&5%

Nos...	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ⅌ doz.....40&5%

Nos.....	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:	⅌ lb
Defender	18c
Kosmic	9c
Magnolia, Anti-Friction	25c
Mystic	14c

f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....⅌ dos. $400,40%
P. S. & W.....45%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....50%

Mitre Boxes—
C. E. Jennings & Co.....35&10%
Seavey's, ⅌ doz. $30.....40%

Mop Wringers—
Matchless (Canton, O.), ⅌ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@85&10%
PICTURE—
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Nippers—
"Gem," ½ gross lots, ⅌ gross....$21.00
" less quantity, ⅌ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs.....⅌ dos. net $7.50
Black Hawk, ⅌ doz.....$9.00
Cyclops.....40&10%
Cronk's.....⅌ dos. net $12.00
Eclipse.....⅌ dos. 16.00, 25&10&10%
Eureka, No. 74.....⅌ dos. net $8.50
Eureka, No. 75.....⅌ dos. net 8.00
Giant, No. 1, ⅌ doz. $18.00; No. 1½, $16.50; No. 2, $15.00.....60&5%
Lightning.....⅌ doz. $18.00, 20%
National.....⅌ doz. $4.00, 40%
Pelican.....⅌ dos. $9.00, 40@40&10%
Scranton Improved, in Case Lots:
Small,
" No. 2 B.....⅌ dos. 4.25
" No. 3 D.....⅌ dos. 3.75
Large,
" No. 2 B.....⅌ dos. 4.75
" No. 2 D.....⅌ dos. 4.00

Nail Sets—

	⅌ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain...	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:
Octagon.....⅌ gr... $5.25
Corrugated.....6.75
Knurled.....6.75@7.50

Needles.
Shrimpton's Mach. (on orders of $25) 25%

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers— ⅌ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Cold Punched:

	Mfrs. or U. S. Standard.	Off list
Square, Plain		$5.10
Hexagon, Plain		5.60
Square, C. T. & R.		5.30
Hexagon, C. T. & R.		6.00

Hot Pressed:

	Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank	6.00
Hexagon, Blank	6.50
Square, Tapped	6.00
Hexagon, Tapped	6.50

Oilers—
Brass and Copper.....60@60&10
Cushman & Denison's: ⅌ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7@70&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8 c per lb.
" Small " ..10 c " "
Queer Creek Axe....20 c " "
} 40%
OIL STONES—
Pikes'
Lily White Washita....60 c ⅌ lb.
Rosy Red " ...60 c " "
Extra " ...50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round, Edge Slips.....90 c " "
No. 1 Washita, Round Edge Slips.....70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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UNION PLANES

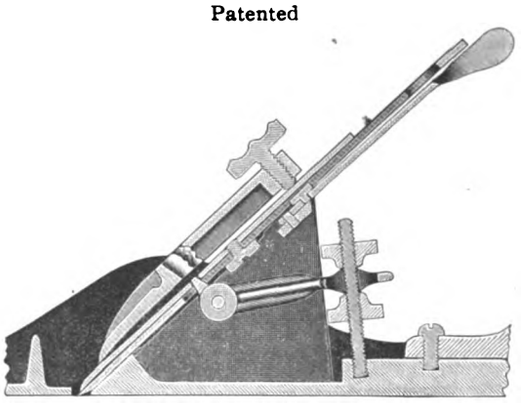
WITH THE NEW

Patent Locking Lever Adjustment

SOLID FROG NO LOST MOTION

Used on both Iron and Wood Planes

Patented



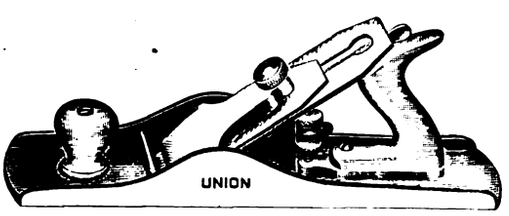
SECTIONAL VIEW

A NEW IDEA.

The Cutter instantly responds to the slightest movement of the Lever. The Cutter Seat is solid and cannot become loose.

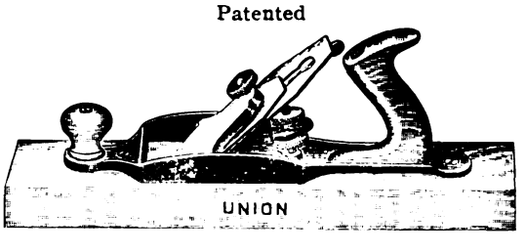
The Double Nuts lock the adjusting lever securely in any desired position, and can be instantly changed to raise or lower the cutter.

Patented



UNION NO. X 5.
Iron Jack Plane with New Adjustment

Patented

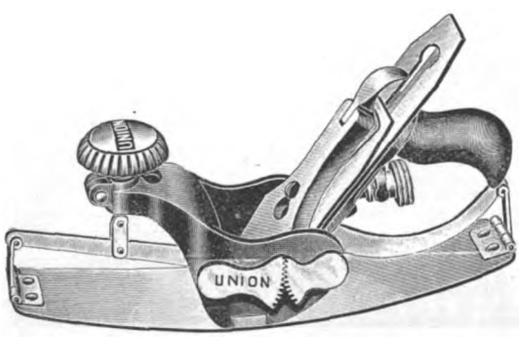


UNION NO. X 26
Wood Jack Plane with New Adjustment

All Planes Now Furnished with Mahogany Handles and Knobs

which give them a finished appearance second to none in the market.

Also a full line of Iron and Wood Bottom Smooth, Jack, Fore and Jointer Planes, Spoke Shaves, etc.



UNION NO. 311—CIRCULAR PLANE

A complete line of Block Planes with japanned and nickel plated trimmings, Rabbet Planes, Scrapers, etc., etc.

Send for 1904 Catalogue, which will be ready shortly

MANUFACTURED BY

UNION MANUFACTURING CO., New Britain, Conn., U. S. A.

WAREHOUSE 103 CHAMBERS ST., NEW YORK

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, (25c ₩ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " " } 40%

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet Red ..... 50&10%
Pure Packing "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 9c@10c
Cotton Packing ..... 13c@14c
Italian Packing ..... 10½c@12c
Jute ..... 5c@6½c
Russian Packing ..... 13c@18½c

Padlocks—
See Locks.

Pans—

APPLE— ₩ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7.50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 7s 4.00
Reading, 78 ..... 7.00
Turnable, 1898 ..... 6.75
White Mountain 6.00

POTATO— ₩ doz.
Victor $60.00
White Mountain 6.00

Pencils

Dixon's: ₩ gro.
Carpenter's ..... $3.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.37
Colored Lumber 9.00
Black Artists 9.37
Colored ..... $4.38@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumbs:
Railroad or Adze Eye ..... 60&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey (Stanley R. & L. Co.)
25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding 33 1-3%

IRON PLANES—
Chaplin's Iron Planes ..... 50&10
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 50&10&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%

PLANE IRONS—
Auburn "Thistle" } 30&5@30&10&5%
Ohio
Sandusky
Buck Bros 30%
Butcher's ..... $5.00@5.25 to £
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 25&10@25&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button's ..... 60&10@70%
Carew's Pat. Wire Cutters 25%
Cronk & Carrier:
Pliers
No. 1 ..... 60&10%
" 20 ..... net, $9.00
" 40 ..... 75%
" 50 ..... 80%
" 65 ..... 40%
" 70 ..... 50%
" 80 ..... 40%
" 85 ..... 40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Slide Cutting 25%
P. S. & W. Box Joint ..... 40@40&10%
Lap Joint ..... 40&10@50
P. S. & W. Tinners' Cutting Nippers ..... 30@30&10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 40@40&10&10%
Stanley's Duplex ..... 20@20&10&10%
Wood's Extension Sight ..... 25@25&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 25%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 33⅓@40%
U. S. Metal Polish Paste, 8-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.8

½-lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U. S. Liquid, 8-oz cans, ₩ doz 1.25
₩ gross 12.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Dixon's Plumbago ..... ₩ lb
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Gem ..... ₩ gro. 4 50, 10%

Poppers, Corn—
Round or square, ₩ doz. ₩ gro.
1 qt ..... $ .75 $ 7.00
1½ qt ..... .85 9.50
2 qt 1.15 10.50
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00 ..... 33⅓%

Post Hole Diggers— ₩ doz.
Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 9.50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 13.00
New Champion ..... " " 5.50
Rival ..... " " 7.50
Ryan's ..... ₩ dos. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $8.25
Split Handle ..... " " 7.50
Vaughan's, 4 to 9 in., ₩ dos. net $6.00

Post Hole Diggers— ₩ doz.
Iwans.
Split Handle, ... net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand ..... ₩ doz. net $6 50
Atlas Pattern ..... ₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ... ₩ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears ..... 6 & 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P., S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%
Wheeler, M. & C. Co.'s Combination ..... ₩ doz., $12 00, 25&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel 50%
"Grand Rapids" all steel 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3.75; 6-inch, $5.00 ..... 55%
Hay Fork, Hartz, 4¼-inch, ₩ doz., $3.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70 ..... 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti Friction, 6-in. Wheel, ₩ doz., $12 00 ..... 40%
Side, Anti Friction 50%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades ..... 70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz $7.50
Mechanical, net per doz 7.50

F. E. Myers & Bro. Low List:
No. 1, Fig. 328, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 321, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 323, 3 in. Deep Well Pump 17.00
No. 56, Fig. 321, 3 in. Shallow Well Pump 14.00
No. 59, Fig. 322, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump 15.00
No. 102, Fig. 448, 3 inch Lift Pump 9.00
No. 106, Fig. 448, 3½ in. Lift Pump 11.00
No. 128, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8 50
No. 285, Fig. 389, Windmill Pump 12.50
No. 295, Fig. 408, Windmill Pump 16 00
No. 340, Fig. 406, Regulator Pump 28.00
No. 302, Fig. 477, Spray Pump, complete 11.50
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 368, Fig. 518, Low Down Tank Force Pump ..... net, 5.00
No. 320, Fig. 498, Bucket Spray Pump ..... net, 2.00

Punches—
Semis & Call Co.'s:
Cast Steel Drive 50%
Check 50%
Spring 50%
Morrill's 50%
Niagara Hollow 40%
Niagara Solid 50%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%
Spring, good quality, ₩ doz., $1.70@1.80
Spring, Leach's Pat 15%
Tinners' Solid, P. S. & W. Co., ₩ dos ..... $1.44, 50&10%
Tinners' Hollow, P. S. & W. Co. 30%

Rail—

	⅝	¾
Barn Door, Light, In. ½		
₩ 100 feet $1.40	1.55	2.60

Barn Door, "None Better" No. 1, ₩ foot 3½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c 70%
Carrier Steel Rail, ₩ foot 4½c

	₩ foot.
Cronk's:	
O. N. T. Style, No. 18	3½c
Double Braced	3½c

Lane's:
O. N. T. 1 in ..... net, $3.00
O. N. T. 1½ in ..... net, 3.75
Stowell's Wrought Steel 35%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 3½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb, 35c ..... 10@20%
Victor Track Rail, 7c ₩ ft. ..... 50&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 80%
Anti-Clog Lawn 75%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers:

	Net
Lawn Queen	20, $3.45
" "	24, 3.60
Jumbo Lawn	36, 5.25
Paragon (Wood Head)	2.75
Steel, Garden 10th.	2.21
" " 12th	2 40
" " 14th	2.64
" " 16th	2 88

Geneva Garden and Gravel 70%
Geneva Weeding Garden ..... 75&15%
*Toy Shank, Steel 70%
*Mall. Heavy Braced Curved ..... 70&10%
*Mall. Light Braced Straight ..... 70&10%
*Mall. Heavy Sgl. Shank " ..... 70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ..... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Woetcholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, July 1, 1903.
Black Japanned } 70 to 75%
White Japanned
Bronzed Finishes
Electro-Plated
Nickel Plated
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs ..... 50@50&10%
Hose with Burrs ..... 50@50&10

IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners 75%
Miscellaneous 75%

Rivet Sets—
Regular List 70%

Rollers—Stay.
Cronk's:

No.	50,	55,	56,	60,	65
₩ doz.	1.00	.60	.75	.75	.90 etc

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger 18½c
2d grade, ¼ in. and larger 14½
Jute Rope:
A grade 6½
C grade 6
Manila:
7-16 in. and larger ..... 12 c
⅜ in 18½c
¼ and 5-16 in ..... 13 c
Sisal:
7-16 in. and larger ..... 8½@9½c
⅜ in ..... 9@10c
¼ and 5-16 in ..... 9½@10½c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&5@60&10&5%
Ivory ..... 35&10@35&10&10%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's ..... 55&10%

Sad Irons—

ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases ..... ₩ 100 lbs $2.75
Bronze Finished in Cases 3.15
Aluminum Finish " " 2.95
Full Nickel " " 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ..... 20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel. ..... 70&10%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:	List.
Emery Cloth	50&10&10%
Garnet Paper	30%
Flint and Emery Paper	50&10&10%

Sash Balances—
Caldwell Mfg. Co 50%
Victor Bronze 75%
Victor Steel 70%

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co 70%
Pullman Bronze 70%
" Cop Steel ..... 70&10&10%
Royal Metal ..... 65&5%
Steel B. C. Co ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 13½@14c
Common India ..... ₩ lb 9@10c
Patent Russia ..... ₩ lb 12½@13c
Patent India ..... ₩ lb 10½@12c
Samson:
"Samson" Braided White, Cotton ₩ lb 28½@30c
"Samson" Braided Cord, ₩ lb 28½@30c
"Samson" Spot Cord, ₩ lb 28½@30c
"Samson" Braided Drab, Cotton ₩ lb 32½@35c
"Samson" Braided Italian Hemp ₩ lb 32½@35c
"Samson" Braided Linen ..... ₩ lb. 49c
Massachusetts:
White, Cotton ..... 22½@24c
"Phoenix" ..... 19@22c
Silver Lake:
A Quality, Drab ..... ₩ lb 40c, 5%
A Quality, White ..... ₩ lb 35c, 5%
B Quality, Drab ..... ₩ lb 35c, 5%
B Quality, White ..... ₩ lb 30c, 5%
United States:
B Quality ..... ₩ lb 18½c
C Quality ..... ₩ lb 17½c
White Cotton, Hard Braided ..... ₩ lb 18c

Sash Fasteners.
Ives "Crescent" 50%
Imperial 33⅓%
Sash Rollers 70%
Ives Casement Fasteners 40%
Champion 50%
Monitor, Steel 25%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

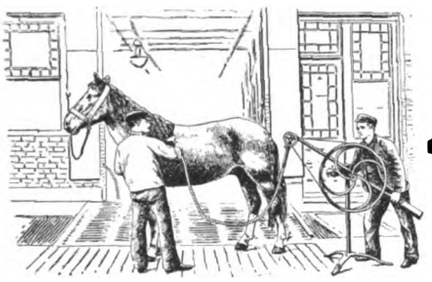
Sash Locks—
Champion Meeting Rail 50%
Champion Side 60%
Ives' Patent:
Wrought Metal 55%
Cast Metal 62½%
Window Ventilating Lock 60%
Payson's Signal 80%

Sash Weights—
Ton lots at factory $26.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4 ..... each $30.00, 20%
Enterprise Mfg. Co ..... 25@25&7½%
National Specialty Mfg. Co 25%

Saws—
Atkins:
Band 2 to 14 in. Wide 50%
Band ½ to 3-16 in. Wide 60%

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Over 40,000

Gillette Clippers

Model E Machine, shown above, are in use all over the world.

It has the same qualities and advantages as our high-priced machines.

1000 Pounds

strain can be placed on its bearings, which are Drawn Steel Bushings.

1600 Revolutions

per minute is the speed of the cutters.

They will cut the hair as fast as you can push the knife.

Our Guarantee

We warrant every machine we manufacture for Five Years from the date of its purchase.

This guarantee does not include the Cutters which are tempered very hard to ensure best cutting.

Send for Catalogue and Prices.

When writing mention HARDWARE.

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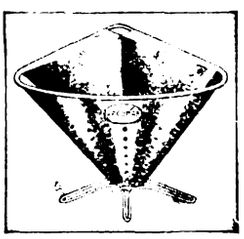
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"The Favorite One"

Eight Years On the Market



Preferred and Used Everywhere

Imitated but not excelled. Unequalled as an economic, sanitary and cleanly device.

Keeps sink clean and is easily cleaned. Prevents stoppage of sink pipe and saves frequent plumbing.

Fits into any sink with stand.



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Hundreds of thousands have been sold at a good profit The best selling strainer is The Vrooman. Ask your jobber about it.

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U. S. A.

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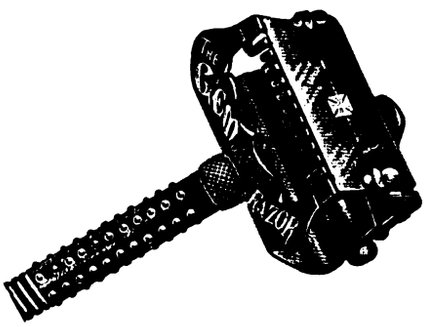


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A HEART TO HEART TALK







There is one point to which we desire particularly to call your attention: We produce only **ONE GRADE** of Safety Razors in our factory: **THE BEST.**

To turn out

THE GEM SAFETY

We employ only the Best talent, purchase only the Best materials, and not until we are satisfied that every Gem is an unqualified success, do we place it upon the market. This is

OUR POLICY

It assures us of the satisfaction and confidence of our customers in all parts of the world, and accounts for the immense growth of our business.

MILLIONS of GEMS

are in use to-day. If you want to grow enthusiastic over profits in the Safety Razor business, handle the Gem. It attracts the Dollars.

Write us for Rock Bottom Prices. Mention HARDWARE.

America's Leading

Safety Razor Makers

Gem Cutlery Company

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New York, U. S. A.



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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 8 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....50%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—
Disston's D8 Clamp and Guide, $30.00 ₩ dos.....30%

Saw Frames—
C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—
Atkins:
Criterion Saw Sets.....₩ doz. $6.00
Excelsior Saw Tools.....₩ dos. 6.00
Bemis & Call Co.'s:
Cross Cut.....30%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30%
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. net $8.50
"Royal".....₩ doz. net 5.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.68; No. 11, $15.68.....50%
Cross Cuts Nos. 3 and 4, $20.68; No. 5, $30.00.....50%
Nash's.....30&10%
Richardson's.....35%
Seymour Smith & Son, Hammer ₩ dos.....$4.25
Stillmans.....₩ doz. 1.00
Tallors Positive.....$18.00 ₩ dos. 60%

Scales—
Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—
Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz. $2.00
Box, 2 Handle.....₩ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₩ doz. $2.50

Screens—
DOOR—
Phillips: ₩ doz.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛ in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&21½%
Perfection Screens.....60&5&21½%
Improved Window Screen Frames.....60&5&21½%

Screw Drivers—
Brace Screw Drivers.....25&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01.....₩ doz. $6.00 net
Electric Spiral No. 02.....₩ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets, No. 3.....$12, 50%
Howard-Allard.....{A1 ₩ doz., $9.00 net / A2 ₩ doz., 8.00 net
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 1, ₩ doz. $13.50 net; No. 2 ₩ doz.....$12.00
Phoenix, Spiral.....50%
Sargent & Co.'s:
No. 1 Forg. Blade.....50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ₩ dos.....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Balsley's Patent.....33⅓%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ dos.....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—
WOOD SCREWS—
List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head.....85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head.....77½&10%
MACHINE—
List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%
COACH, LAG AND HAND RAIL—
G. P. Coach. List, Oct. 1, 1899.
Hand Rail.....80%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....60&10%
BENCH, HAND, ETC.—
Bench, Iron, ₩ doz., 1 in., $3.00; 1½, $3.50; 1¼, $4.25.....80%
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ₩ dos.
Wadworth's:
Natural Finish, Grass
Polished Blade, Grass
Painted or Bronzed, Grass } 20%
Clipper, Grain
Weed and Bush

Scythe Rifles.
3-Coat.....$10.00 ₩ gro. } 40%
4- " .....$12.00 " " }

Scythe Stones.
No 1 Indian Pond.....$7.00 ₩ gro.
No 2 " " .....4.50 " "
White Mountain.....9.00 " "
Black Diamond.....12.00 " "
Lamoille.....11.00 " "
Green Mountains.....6.00 " " } 40%
Leader Red End.....4.50 " "
Willoughby Lake.....9.00 " "
Extra Quinnebog.....7.00 " "
Pike's Corundum.....24.00 " "
" Emery.....15.00 " "

Seeders—
Raisin, Enterprise.....35@30%

Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%
Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—
SLIDING DOOR—
Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@60%
M. W. Co., list July, 1898..50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&2%
SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....70%

Shells—
See Ammunition.

Ship Tools.
L. & I. J. White.....25%

Shot—
See Ammunition.

Shovels and Spades—
Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—
Ives'.....45%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunter's Genuine..₩ gross, $10@$11.50

Skate Sharpeners—
Eureka.....₩ doz. $1.75; ₩ gro. $18.00

Slaters Tools—
Plumbs.....30%

Slaw and Kraut Cutters—
Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 21x7, 26x6, 30x9.....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....₩ gro. $16.50@$20.00
2 Knives.....₩ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise.....35%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.—
Bridgeport.....5%
Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Buckle Snaps.40%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5%
Rope Snaps.....40%
Yankee Snaps.....30&5%

Scythe Snaths—
National Snath Co.:.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—
Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—
₩ dos. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Disston's Try Square and T Bevels, new List, 70%
TrySquare and T Bevel 60&10&10%.70%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—
Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6½c.

FENCE—
Same price as Barb Wire. See Trade Report.

Stay Rollers—
Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—
Chatillon's "Dicks".....30%

Stock Fountains—
The B-B Mfg. Co.:
"Dewey," ₩ dos., net.....$18

Stocks and Dies.
BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%
PIPE MAKERS—
Holroyd & Co.....80&10%@80&10&10%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Store Ladders—
Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&35%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

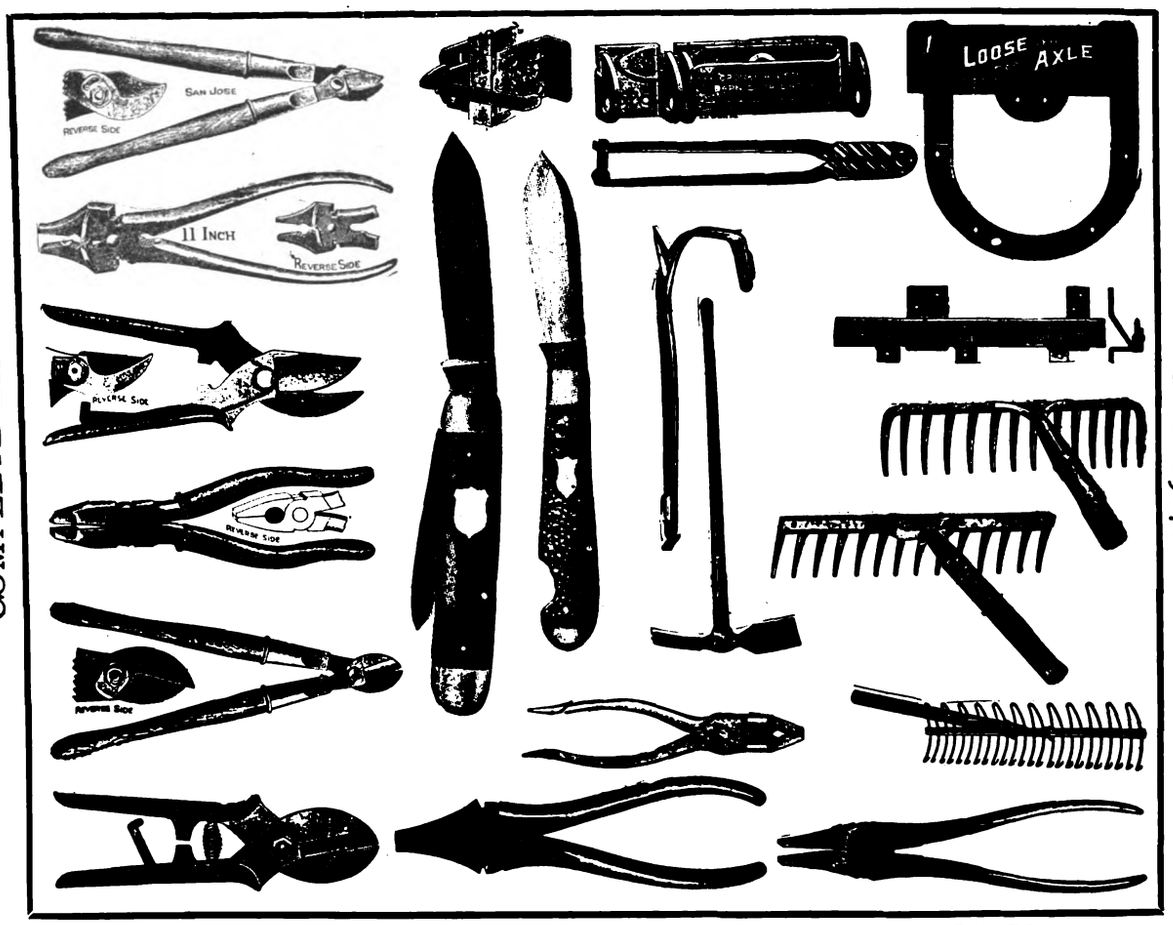
MISCELLANEOUS—
Double Point, in dozens, 90&10&10&10&10%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers
Columbia, No. 1, ₩ dos., net.....$5.00
Columbia, No. 2, ₩ dos., net.....1.65
Little Jack.....₩ doz.....1.00

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CRONK & CARRIER SPECIALTIES

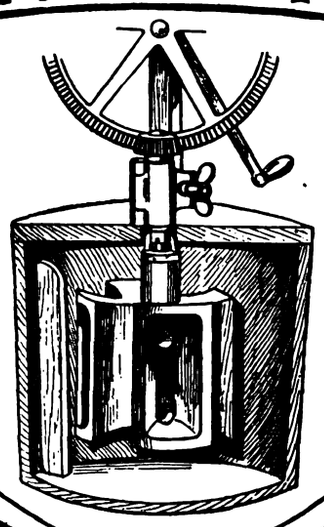
OUR CATALOGUE TELLS ALL ABOUT OUR COMPLETE LINE.



SHALL WE SEND YOU A COPY WITH PRICES FOR 1904?

CRONK & CARRIER MFG. CO., ELMIRA, N. Y.

BUTTER IN A MINUTE



THE ONE MINUTE CHURN

(Protected by 57 Patents.)

Produces the finest quality of granular butter in a minute. It is the ONLY PERFECT MILK AND CREAM AERATOR CHURN on the market, churning sour and sweet cream in less time than any other churn. Made of the best material. Construction is perfect in every detail. All parts interchangeable and carried in stock. Runs easily. Seven sizes, one quart to 13 gallons. For farm and family use.

Special offer to Hardware dealers for 1904. Mention HARDWARE.

Cable Address: "MINUTENESS" New York.

The One Minute Churn Co., Inc.

Manufacturers and Exporters.
I. M. MURPHY, President

9 Old Slip, NEW YORK, U. S. A.

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....50%
Steel.....33⅓@40%
Chesterman's.....25@25&5%
Keuffel & Esser Co., New List, 1896:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1⅛ in. inc.....65&10%
1⅛ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1⅛.....30&20%
Pipe, 2 to 3 in.....30&15%
Pipe 3½ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagaria 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ₱ 100.....net, $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₱ doz. $1.25, ₱ gro. $12.00
Globe.....₱ doz. 1.25, ₱ gro. 12.00
Harper.....₱ doz. 1.40, ₱ gro. 13.50

GAME—

Star, Blake's Pattern.....65@65&5%
Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@75&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₱ doz...$1.00, 10%
Mouse, Wood, Choker, ₱ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ₱ doz...$12.00
No. 2, Rat, ₱ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ₱ doz., $4.75; case of 75.....4.25
No. 4, Mouse, ₱ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ₱ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ₱ gro., $15.00; No. 2, ₱ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ₱ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....₱ gross, net, $5.00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50@50&10%
Columbian Hdw. Co:
Nos. 110 and over.....30%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Phoenix:
Oval Slide.....40&5%
Coachmakers.....33⅓%
Saw Vises.....Net
Pipe Vises.....Net
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30%
Stephens.....30%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....40%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....₱ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.'.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903..35&10&10@90
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 9.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 30.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " 67½
Nos. 19 to 30 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 35&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....30&10%
Painted Screen Cloth, good quality, ₱ 100 sq. ft. 1.35

Wire Rope—

Bright.....45
Cast Steel.....30%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₱ doz. $1.50

Wrenches—

P. S & W. Agricultural.....30%
Alligator.....65&10@70%
Baxter's.....70@70&10%
P. S. & W. Machinists.....66⅔%
P. S. & W. Solid Handle.....50&10%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....[illegible]
Featherweight.....[illegible]
Protection.....[illegible]
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&10&10
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....[illegible]
Stillson Pipe.....[illegible]
Taylor Pipe and Nut.....[illegible]
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 43c
Linseed, City, Boiled, in barrels, ₱ gal. 45c
Out of Town on Spot.....₱ gal. 42c
Calcutta, Raw, in barrels.....₱ gal. 65c
Lard, Prime City.....₱ gal.....61@62c
Lard, Extra, No. 1.....48@50c
Lard, No. 2.....38@39c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $19.00@$21.00
Barytes, American Floated, ₱ ton, $19.00@$20.00
Barytes, Crude.....₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₱ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₱ lb. net 7c
In lots of 500 lbs. and over...₱ lb. 6¼c
White Lead, Eng., in Oil..₱ lb. 8¼@9¼c
Litharge, Kegs.....₱ lb. 6¾@7¼c
Zinc, American, Dry.....₱ lb. 4 5-8@5c

Putty—

In bulk.....1¾@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....66½@ 67c
In machine bbls.....67@ 67½c

Dry Colors—

	₱ lb	
Blue, Chinese	30 @35	c
Blue, Prussian	28 @34	c
Blue, Ultramarine	5 @20	c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3½@ 7½	c
Umber, Turkey, burnt	3½@ 8½	c
Umber, Turkey, raw	3½@ 8½	c
Green, Chrome, Ordinary	5 @ 7	c
Green, Paris, in kegs	12½@14½	c
Indian Red, American	8 @ 8½	c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best	13 @15	c
Black Lampblack, common	8 @10	c
Blue, Chinese	35 @40	c
Blue, Prussian	22 @25	c
Blue, Ultramarine	14 @18	c
Sienna, burnt	11 @13	c
Sienna, raw	11 @13	c
Umber, burnt	11 @13	c
Umber, raw	10 @13	c
Brown, Vandyke	10 @13	c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Abrasives.
Canada Corundum Co., Toronto, Can.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Animal Pokers.
American Fork and Hoe Co., Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Architectural Metal Works.
Western Brass Mfg. Works, Chicago, Ill.

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
National Sewing Machine Co., Belvidere, Ill.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awnings.
Wagner Mfg. Co., Cleveland, Ohio.

Axes and Edge Tools.
Sargent & Co., New York.
Peck Edge Tool Co., Cohoes, N. Y.

Axe Wedges.
Buhl Malleable Co., Detroit, Mich.

Axle Oil.
The Frank Miller Co., New York.
Commercial Oil Co., Cleveland, O., and New York.

Babbitt Metal.
Magnolia Metal Co., New York.

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
J. E. Porter Co., Ottawa, Ill.
Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barn Paints.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures.
Buffalo Mfg. Co., Buffalo, N. Y.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
William Dobson, Canestota, N. Y.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bolt Clippers.
Wm. Scholihorn Co., New Haven, Conn.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Blacksmiths' Vises.
John H. Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Poughkeepsie, N. Y.

Bolt and Screw Cases.
J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel
Griffin Mfg Co., Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Bottle Corkers.
Hugo Reisinger New York.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co. New York
Standard Metal Strap Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Brick Bonds.
The Metal Stamping Co. Niagara Falls, N. Y.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Builders' Hardware.
Brass Goods Mfg. Co., Brooklyn, N.Y.
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim N. H.
C. J. Kimball Co., Bennington, N. H.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Cabinet and Saloon Fixtures.
Western Brass Mfg. Works, Chicago, Ill.

Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Calipers.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carpenters' Tools.
Stanley Rule & Level Co., New York

Carpet Sweepers.
National Sweeper Co., Marion, Ind.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing.
Frank Miller Co., New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Sidewalk Tools.
W. H. Anderson & Sons, Inc., Detroit, Mich.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N. Y.

Chains.
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York.
Fuller Bros., New York.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checking Spring Hinges
Bardsley, Joseph, New York.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels.
L. & I. J. White Co., Buffalo, N. Y.
W. H. Anderson & Sons, Detroit, Mich.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York
Sargent & Co., New York.

Churns.
One Minute Churn Co.

Clamps.
Batavia Clamp Co., Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
J. L. Taylor, Newark, N. J.

Cleavers.
John Chatillon & Sons, New York
Goodell Company, Antrim, N. H
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua N. H.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Edward S. Hotchkiss, Bridgeport, Conn.

Clipper Sharpene and Grinder.
John Van Benschoten, Poughkeepsie, N. Y.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport Conn.

Clothes Bars.
A. J. Phillips Co., Fenton, Mich.
Udell Works, Indianapolis, Ind.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York.

Coffee & Spice Mills.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Lane Brothers Co., Poughkeepsie N. Y.
Sargent & Co., New York and New Haven.

Coke Forks.
Geneva Tool Co., Geneva, O.

Cold Chisels & Punches
W. H. Anderson & Sons, Inc., Detroit, Mich.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Contractors Tools.
W. H. Anderson & Sons, Inc., Detroit Mich.

Copying Processes.
Felix H. Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Corking Machines.
Hugo Reisinger, New York.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.

Corn Hooks.
Geneva Tool Co., Geneva, O.

Corundum.
Canada Corundum Co., Toronto Canada.

Cotton Hoes.
Geneva Tool Co., Geneva, O.

Counselors at Law.
Straley, Hasbrouck & Schloeder, New York.

Counterfeit Detectors.
Pelouse Scale & Mfg. Co., Chicago.

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin.
J. D Warren Mfg. Co., Chicago, Ill.

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J.

Cupboard Catches.
Champion Safety Lock Co., Geneva Ohio.

Cupboard Turns.
Champion Safety Lock Co., Geneva, Ohio.

Curled Hair.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.
John H. Graham & Co., New York.
The Metal Stamping Co., Niagara Falls, N. Y.

Cuspadors.
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket.
John Chatillon & Sons, New York
Cronk & Carrier Mfg. Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, Eng.

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

Cutters, Rod.
Chandler & Farquhar, Boston

Cutters, Wire.
Cronk & Carrier Mfg. Co., Elmira N. Y.

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Cutting Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.

Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Dog Collars and Muzzles.
Alfred Field & Co., New York.

Door Checks and Springs.
Jos. Bardsley, New York.
Sargent & Co., New York.

Door Holders.
Bardsley, Joseph, New York.

Door Knobs, Wood.
Bardsley, Joseph, New York.

Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls.
Griffin Mfg Co., Erie, Pa.
Champion Safety Lock Co., Geneva, Ohio.

Drawing Instruments.
C. B. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Drawing Knives.
C. J. Kimball Co., Bennington, N. H.

Drills, Bench.
Chandler & Farquhar, Boston, Mass. (See Twist Drills.)

Drills, Blacksmiths', Etc.
Sargent & Co., New York.

Dripping Pans.
The Bronson Walton Co., Cleveland, O.

Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa.
Storm Mfg. Co., Newark, N. J.

Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.

Electric Bells and Supplies.
John H. Graham & Co., New York.

Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
Storm Mfg. Co., Newark, N. J.

Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Paper and Cloth.
Baeder & Adamson Co., Phila. and New York.

Emery Wheels.
Pike Mfg Co., Pike Station, N. H.

Envelope and Stamp Lubricators.
Pelouse Scale & Mfg. Co., Chicago.

Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.

Export Agents.
John H. Graham & Co., New York.

Farm Fencing.
New Jersey Wire Cloth Co., Trenton and New York.

Farming Tools.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal.
John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Frankfort Iron Fence Works, Frankfort, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I.

Filters.
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Wm. T. Mann & Co., Cleveland, O.
Pulper Pottery Co., Flemington, N. J.

Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers.
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.

Fire Escapes.
Harris Safety Co., New York.

Fire Extinguishers.
Harris Safety Co., New York.

Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.

Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.
Clark, Horrocks & Co., Utica, N. Y.

Flint Paper.
Baeder & Adamson Co., Phila. and New York.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Folding Tables.
Udell Works, Indianapolis, Ind.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.

Frame Pulleys.
Sargent & Co., New York.

Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Fuller Bros. & Co., New York.

Garden Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garnet Paper.
Baeder & Adamson Co., Phila. and New York.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gasoline Lamps.
Whiteman Mfg. Co., Canton, Ohio.
Windhorst & Co., St. Louis, Mo.

Gasoline Stoves.
Shelby Stove & Mfg. Co., Shelby, O.

Gas Stoves.
Glogau & Co., Chicago, Ill.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Glass Cutters.
W. L. Barrett, Bristol, Conn.

Glass Water Coolers.
Appert Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Hack Saw Blades.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Halters, Web and Rope.
Covert Mfg. Co., West Troy, N. Y.

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros. Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland Ohio.

Hangers, Parlor Door.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wi
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.

Harness Dressing.
Frank Miller Co., New York, N. Y.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa
McKinney Mfg. Co., Allegheny, Pa

Hatchets.
Peck Edge Tool Co., Cohoes, N. Y.

Hay Carriers.
J. E. Porter Co., Ottawa, Ill.

Hay Carrying Tools.
F. R. Myers & Bro., Ashland, Ohio.

Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
J. E. Porter Co., Ottawa, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Geneva Tool Co., Geneva, O.

Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.

Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y.

Hods, Mortar.
Geauga Manf'g Co., Painesville, O.

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines.
American Shearer Mfg. Co., Nashua, N. H.

Horse Mowers.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Horse Nails.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co., Neponset, Boston, Mass.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila, Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances.
John Chatillon & Sons, New York.
Pelouse Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
Dana & Co Cincinnati, Ohio
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W H. Anderson & Sons, Inc., Detroit, Mich.
Wm. T. Wood & Co., Arlington, Mass.

Incubators.
Reliable Incubator & Brooder Co., Quincy Ill.
George H. Stahl, Quincy, Ill.

Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

"Japalac."
Glidden Varnish Co., Cleveland, O.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Mowers.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Fillers.
E. E Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
Signal Mail Box Co., Joliet, Ill.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia.

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Ceilings.
Canton Steel Roofing Co., Canton, O.
Northrop, Coburn & Dodge Co., New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
Northrop, Coburn & Dodge Co., New York.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Miniature Tools.
Davison Mfg. Co., Brooklyn, N. Y.

Mitre Boxes.
H. C. Marsh, Rockford, Ill.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.
Rockford Tack & Nail Co., Rockford, Ill.

Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.
Shelby Stove & Mfg Co., Shelby, Oh o

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland, O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son New York.

Picture Frame Vises.
H. C. Marsh, Rockford, Ill.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Cutting Monkey Wrench.
Bonney Vice & Tool Works, Inc., Phila., Pa.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co, Bridgeport Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport. Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport. Conn.

Pocket Cutlery.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York.
Whittemore Bros. & Co., Boston, Mass.

Polishes, Paste.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York.
Whittemore Bros. & Co., Boston, Mass.

Postal Scales.
Pelouze Scale & Mfg. Co,, Chicago, Ill.

Post Hole Diggers.
John H. Graham & Co., New York.
Rockford Tack & Nail Co. Rockford Ill.

Potato Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches, Spring.
Alfred Field & Co., New York.
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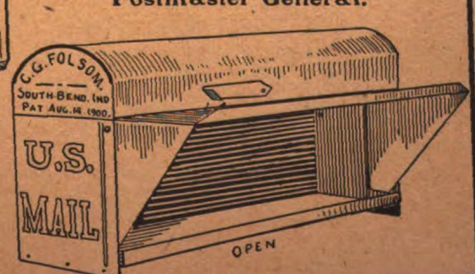
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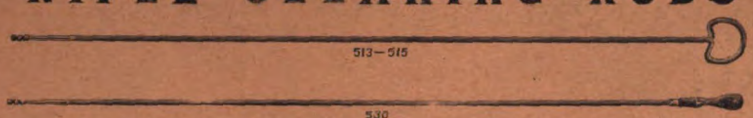
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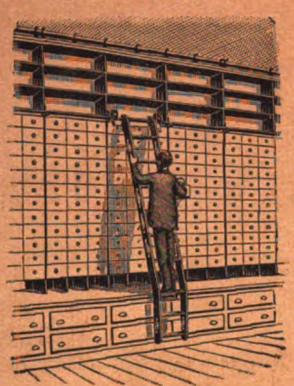
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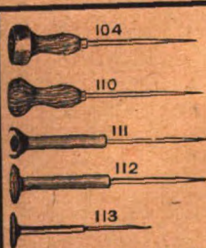
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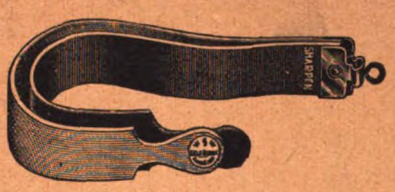
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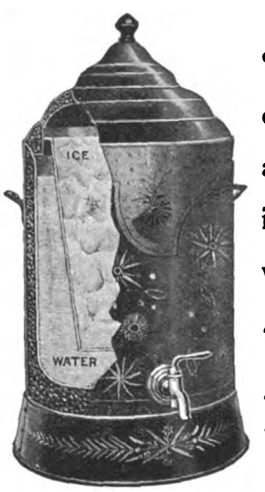
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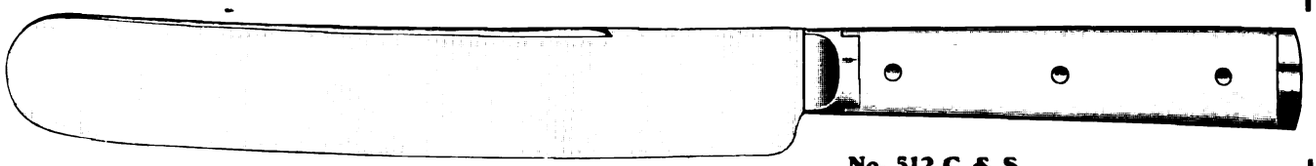
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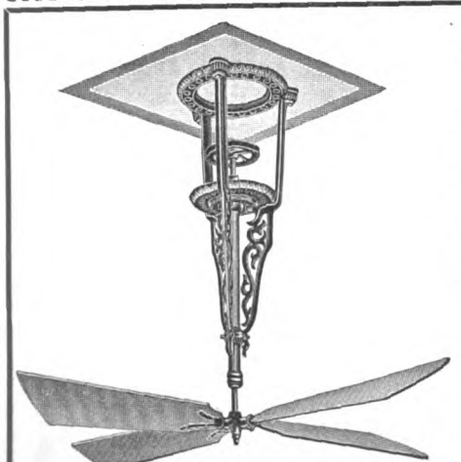
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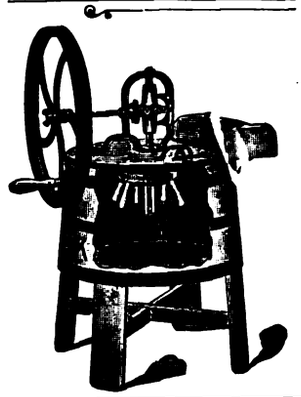
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WHY IS THE O. K. THE BEST ROTARY WASHING MACHINE?



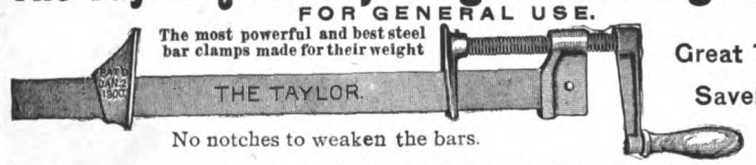
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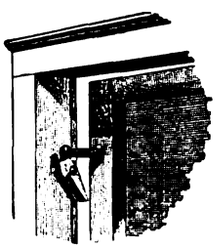
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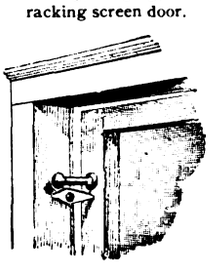
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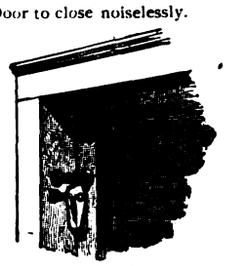
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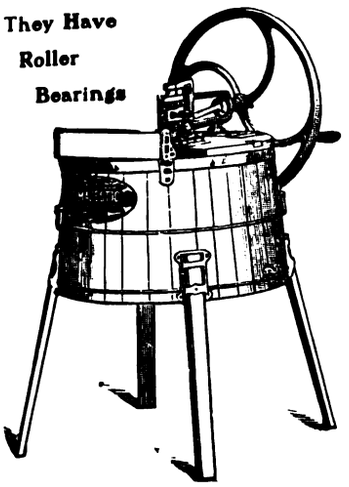
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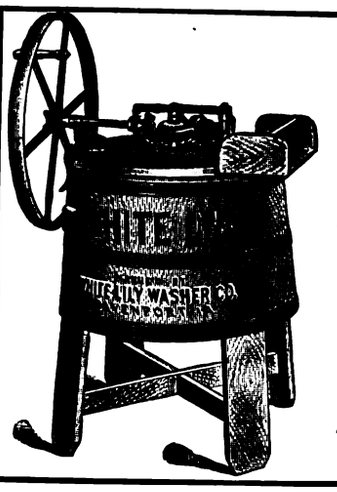
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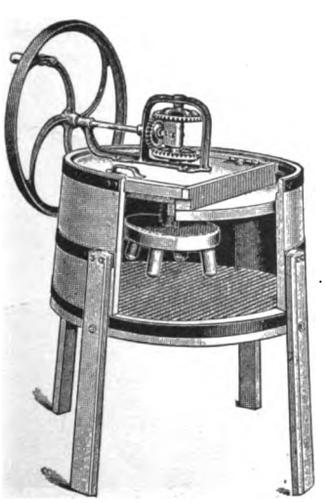
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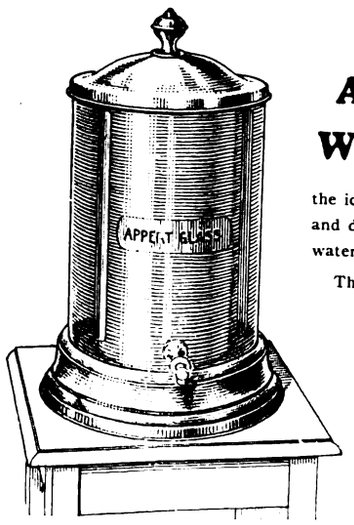
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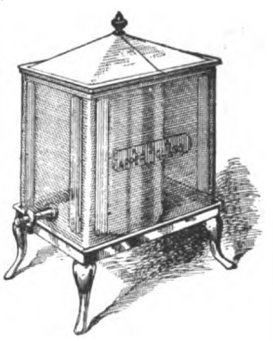
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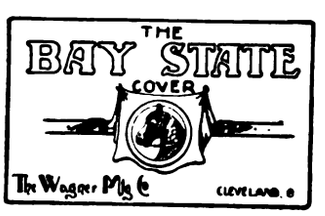
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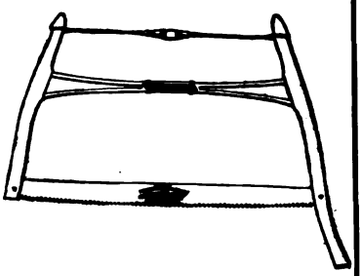
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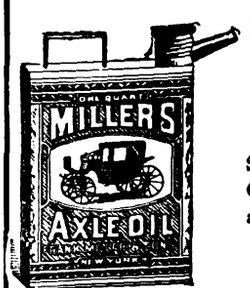
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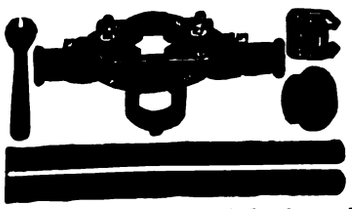
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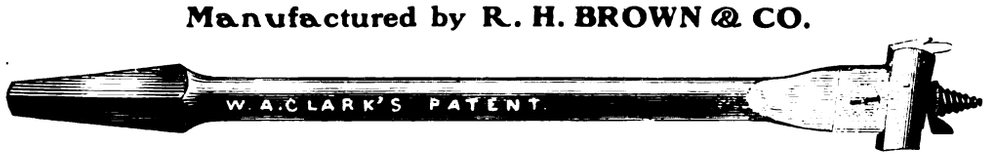
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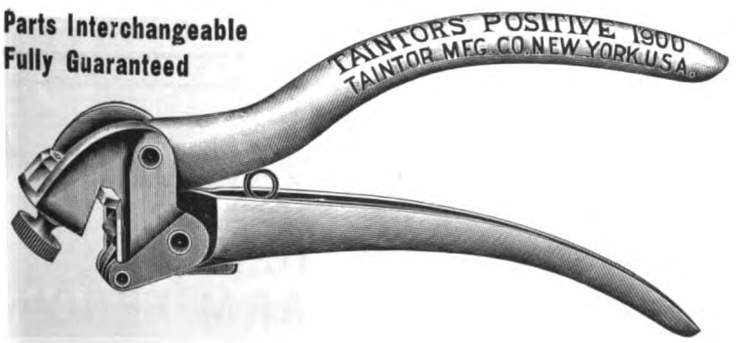


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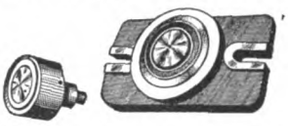
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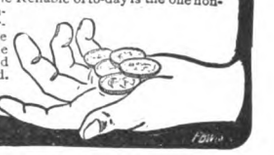
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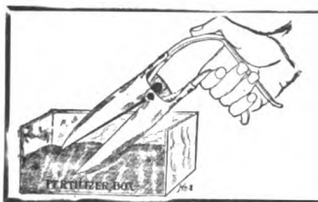


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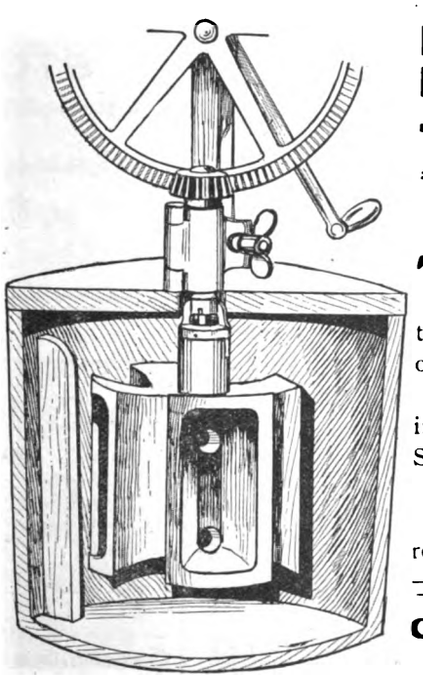
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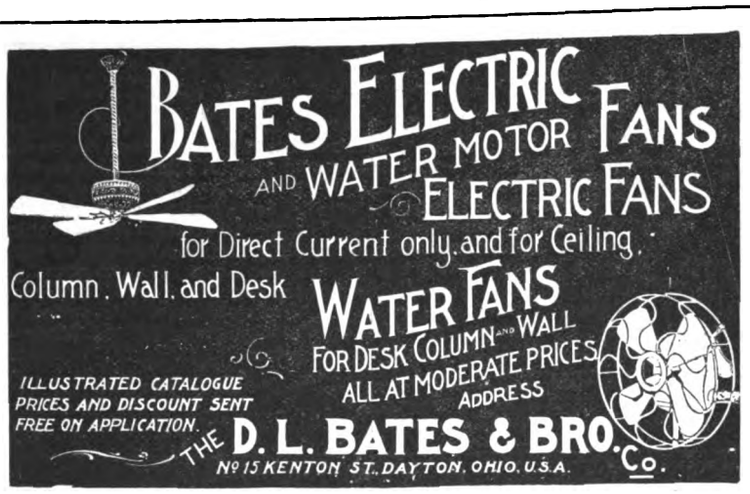
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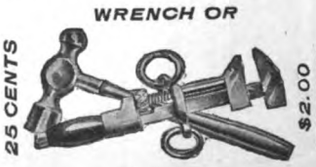
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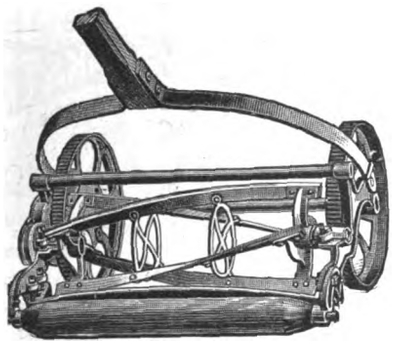
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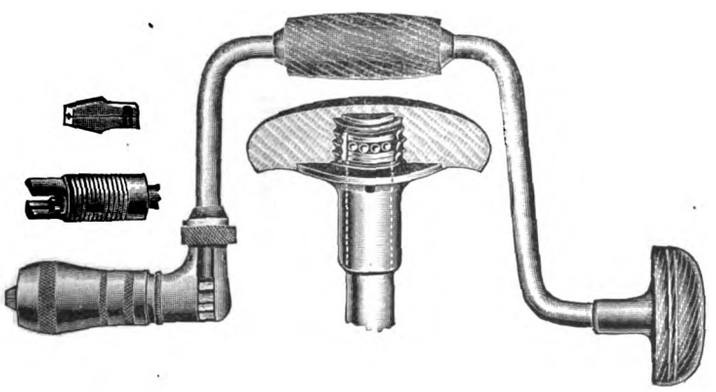
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Wooden Novelties and House Furnishing Specialties.

Our Atlas Extension Ladder is made of Norway Pine, with Hickory Rungs, securely fastened.

Safety Cross-Bars are of Wrought Iron; Rollers and the Self-Acting Hooks of the Best Malleable Iron.

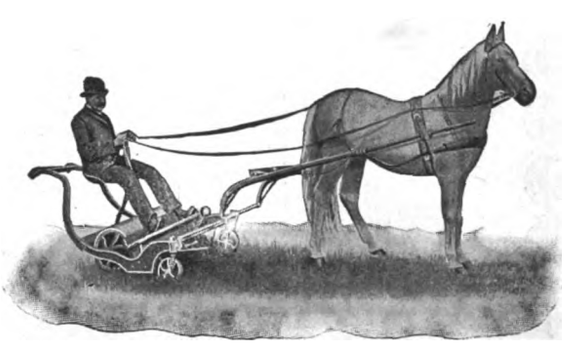
Made in two sections; 20–44 feet. Length of either section made to order.

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Coldwell Lawn Mowers

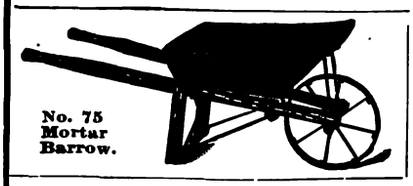


1904
Catalogue now ready

Coldwell Lawn Mower Co.
NEWBURGH, N. Y.

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No. 75 Mortar Barrow.

Manufacture the Largest Line of

WOOD and STEEL WHEELBARROWS, CONTRACTORS' PLOWS, DRAG AND WHEEL SCRAPERS, HAND CARTS, STORE AND WAREHOUSE TRUCKS, STEEL SKIPS.

BEFORE PLACING YOUR ORDER SEND FOR No. 11 CATALOGUE AND PRICES.

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QUALITY GUARANTEED.

MANUFACTURERS OF

FLAT TABLE WARE

SILVER PLATED, ALSO NICKEL SILVER (Without Plate)

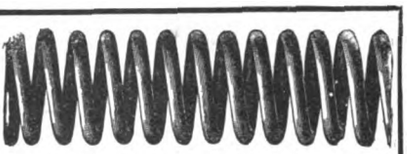
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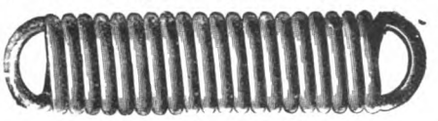
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ESTABLISHED 1840.

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These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





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Large 10 oz. Can

WE MAKE IT!

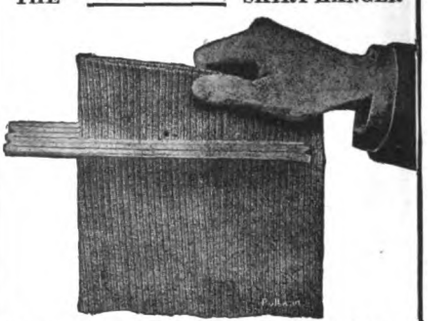
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Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.

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THIS IS THE "PULLMAN" TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y

Sausage Stuffer, Lard and Fruit Press with Patented Corrugated Spout



8 Sizes and Styles

Meat Juice Extractor



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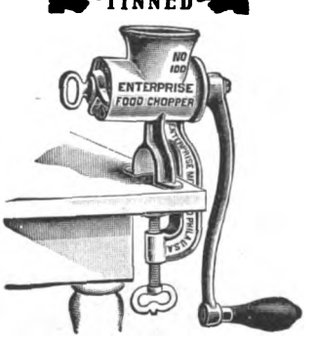


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No. 100 *chops 2 lbs. of Meat per minute* $1.50
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Four Knives with each Machine

Fine



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Nut Butter Cutter



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Rapid Grinding and Pulverizing Mills

40 Sizes & Styles for Hand, Steam & Electric Power



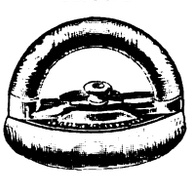
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No. 36 $1.00

Cold Handle Polishing IRONS



No. 82 $7.50 doz.

San Francisco Branch, 105 Front Street

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YOU OUGHT TO SEE IT!

The New Putnam

Ⓦ

Horse Nail

Is made by a new and down-to-date method. It has stood the severest practical tests for six months, and

The Highest Test

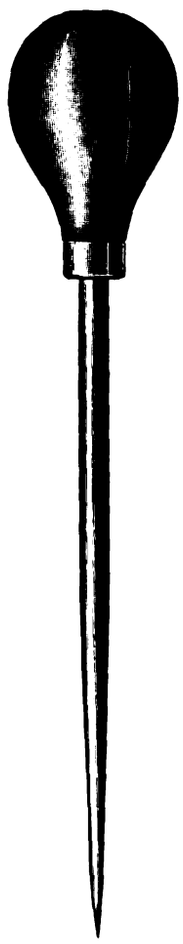
for tensile strength, elongation and elastic limit.

The New Putnam will not crimp, break or sliver. Will not cut off; will hold in the clinch. Drives most easily.

These are some of the reasons why you should handle them.

Send for samples. Special Offer to Hardware Dealers.

PUTNAM NAIL CO.
Neponset, Boston, Mass., U. S. A.



Mayhew's Ice Picks

Our No. 999, shown herewith, like the rest of our line, is hammer forged from Tool Steel and oil tempered.

Has a needle point, hardwood handle and nickel-plated brass ferrule.

We sold so many of them last year that we urge hardware men to place their orders NOW for prompt shipment.

"First come, first served."

Mention HARDWARE.

H. H. Mayhew Co.
Shelburne Falls,
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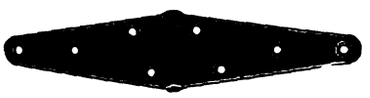
Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.

GRIFFIN'S

PRESSED STEEL SHELF BRACKETS

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Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
Erie, Pennsylvania.

Improved Natural Stone

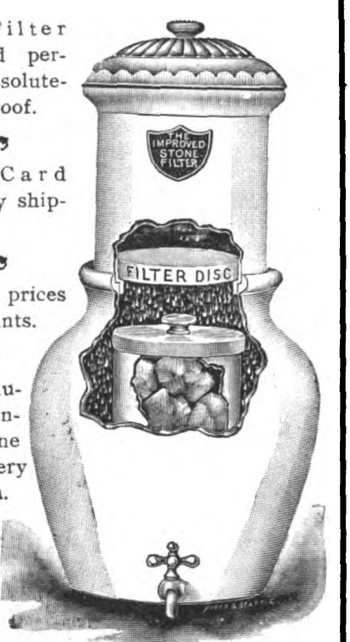
Germ Proof Water Filters

Every Filter guaranteed perfect and absolutely germ-proof.

Display Card with every shipment.

Send for prices and discounts.

We manufacture Sanitary Stone ware of every description.



Fulper Pottery Co. Flemington, N. J.

"MATHER THOUSAND MILE AXLE OIL"



A pure lubricant especially prepared for all carriage axles. Guaranteed to run longer than any other oil or grease made.

WRITE FOR PRICES.

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EASTERN DIVISION
P. O. Box 163, Mad. Square, New York City.

Sold by Sligo Iron Stove Co., St. Louis.
Waterhouse & Lester, San Francisco.
W. J. Holliday & Co., Indianapolis.
Cray Bros., Cleveland.
Moore Hardware & Iron Co., Denver
and many others.

KNIVES.

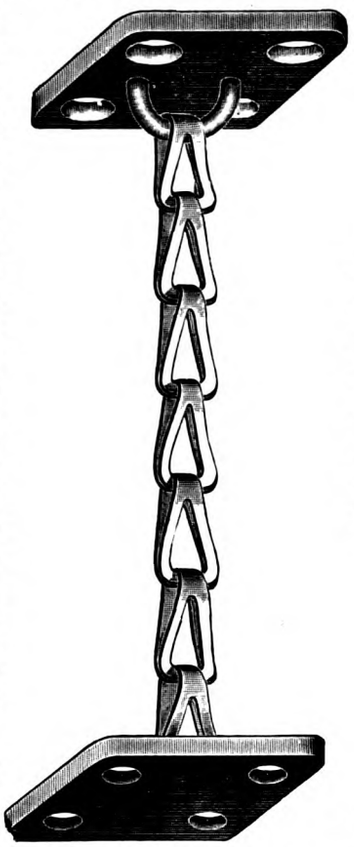


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Shoe, Butcher and Kitchen Cutlery, Carpenters' Drawing Knives, Screw Drivers, etc.

C. J. KIMBALL CO. BENNINGTON, N. H. U. S. A.

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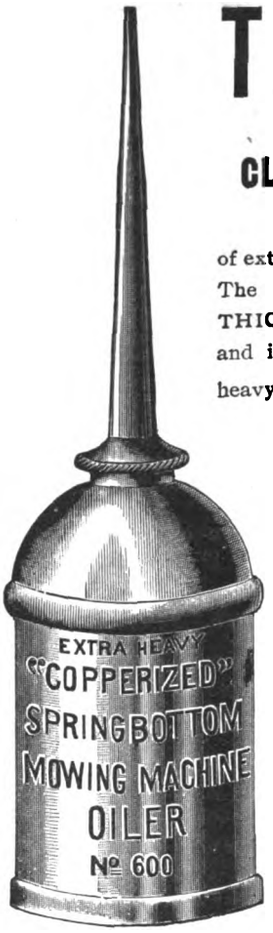
TRANSOM CHAINS.

SASH CHAINS.
JACK CHAINS.
PLUMBERS' CHAIN
CABLE CHAINS.
BELT PUNCHES.
GAS PLIERS.
SASH FIXTURES.
PADLOCKS.

CYCLE SUNDRIES.

Write for Catalogue to

THE SMITH & EGGE MFG. CO.,
BRIDGEPORT, CONN.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

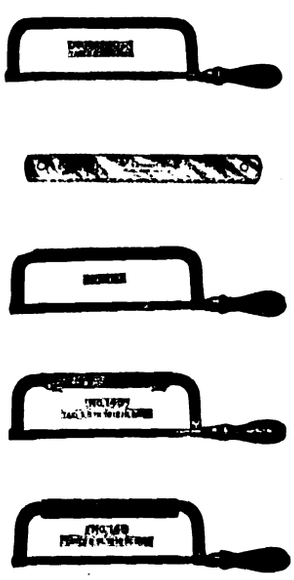
of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

STARRETT TOOLS

HACK SAWS AND FRAMES



¶ The blades are made of the finest grade of steel, the teeth are sharp, with square cutting points, and evenly set. They are tempered by our improved process which leaves them tough and too hard to file. The set of the teeth insures a free, smooth and rapid cut.

¶ The frames are strong, handsome and just right in weight.

Send for Catalogue No. 17 T

THE L. S. STARRETT CO.
ATHOL, MASS., U. S. A.



WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

Wm. A. Prendergast, for five years secretary and during the past two years also treasurer of the National Association of Credit Men, has resigned to accept the position of vice-president and general manager of the International Mercantile Agency. Chas. E. Meek, formerly with the National Lead Company, of New York, and who is now serving his third term as president of the New York Credit Men's Association, has been elected to fill the vacancy.

✤

In a recent report U. S. Consul Albion W. Tourgee, at Bordeaux, France, says: The enterprise of American manufacturers of windmills has revealed some curious things in this region. Among these is the fact that within historical periods there have occurred very considerable changes of climate, especially of wind currents. During the Roman period, and even down to recent epochs, the windmill was a very important factor of the industrial civilization of the interior provinces of this consular district. In several of these the old windmill towers still stand, evidently occupying sites chosen with special regard to wind currents, which no longer exist or are too feeble to be of economic value. In others, as in the Department of the Landes, which within a century was practically a desert, reforestation has so modified the wind currents of great areas that winds long regarded as reliable for use are now too weak and variable to render profitable any attempt to use them.

✤

Billings & Spencer Co., Hartford, Conn., are manufacturing a line of drop forged Machinists' Hammers, Octagon Pattern, of ball, straight and cross pein varieties in all the complete series of sizes demanded by the trade for this class of serviceable tools. The ball pein covers all sizes from 5|0 to 6, and the other patterns 000 to 4. They are claimed to be superior as to quality, with handles correctly hung, made of thoroughly seasoned hickory, turned and fitted at their own works. Every hammer, bearing their well-known trade-mark "B" in triangle, is freely warranted.

"THE ZENITH."

The Marshall-Wells Hardware Co., Duluth, Minn., are the publishers of one of the prettiest and most artistic "house" publications, under the above name, we have among our exchanges. It forms a very clever little magazine of nearly 100 pages filled with good readable material, including the advertising matter, it presents notable excellence in composition. The editor is an expert to command attention to his excellent work, and each issue reflects great credit on the progressive house and its advertising methods.

THE MATHER 1,000 MILE AXLE OIL.

Salable specialties that have merits that create a permanent demand after introduction are sought after by all Hardware dealers at the present time with greater avidity than ever before in the history of the business. This has possibly been made necessary by the desire to have in stock every article of utility that is able to hold its own after the public becomes familiar with its individual excellence. This is especially the case with "The Mather Thousand Mile Axle Oil," which is a pure mineral lubricant expressly prepared for all kinds of wagon and carriage axles, and was introduced about eight years ago to meet the demand for an oil suitable for thousand mile long distance and felt pad axles. A number of the large carriage manufacturers bought the oil in large lots and sent a pint can out with each job. This created such a demand for the "Mather Thousand Mile Axle Oil" that it is now carried in stock by the largest Hardware houses in the country. See list in advertisement on page — in attestation of this fact.

We are under obligations monthly to Joseph Dixon Crucible Company, Jersey City, N. J., for a supply of calendar blotters "which touch the (ink) spot" in such a perfectly absorbing manner that we should miss their assistance were they withheld.

✤

The St. Louis exhibit of F. E. Myers & Brother, which will be one that will command the attention of those who are interested in their line of manufacture, will be located on block 3, extreme south end of the Agricultural Building, where they expect to make an extensive and attractive exhibit of Myers' Domestic, Windmill, Power, Spray and Tank Pumps, Myers' Hay Carriers, Tracks, Forks, Pulleys, Myers' Flexible Stayon Door Hangers of various styles, Store Ladders, etc., etc. This exhibit will be installed in close proximity to other important manufacturers, and they respectfully invite our readers to keep track of their space and visit them during the continuance of the Fair.

VERY CLEVER, DON'T YOU KNOW.

Dana & Company, Cincinnati, Ohio, the well known progressive manufacturers of the "Peerless Iceland" Freezers, are extremely original in their modern methods of general advertising. One of their latest novelties is in the shape of a package of "Seeds" they are sending to the retailers on their mailing list, on which they have inscribed "Take these seeds out. Plant them this Spring. They are the Seeds of business Success; the kind of seeds it pays to plant—quick growers, hardy, profitable." The "seeds" consist of a series of diminutive cards exploiting the merits of the Peerless Iceland Freezers, a cut of which adorns the reverse side.

THE MOTOR & ACCESSORY MANUFACTURERS.

At a meeting held in Hollenden Hotel, Cleveland, recently, at which a half a hundred manufacturers of automobile parts and accessories were present, an organization was formed known as "The Motor and Accessory Manufacturers," whose object is the promotion of the general interest of the trade and of the automobile industry generally. The officers are: President, D. J. Post, Veeder Manufacturing Company, Hartford, Conn.; first vice-president, Howard E. Raymond, B. F. Goodrich Company, Akron, Ohio; second vice-president, H. W. Chapin, Brown-Lipe Gear Company, Syracuse, N. Y.; third vice-president, Phineas Jones, Phineas Jones & Co., Newark, N. J.; secretary, F. E. Castle, Twentieth Century Manufacturing Company, New York city; treasurer, W. S. Gorton, Standard Welding Company, Cleveland, Ohio. Directors: H. T. Dunn, Fisk Rubber Company, Chicopee Falls, Mass.; H. H. Timken, Timken Roller Bearing Axle Company, Canton, Ohio; H. O. Smith, G. & J. Tire Company, Indianapolis, Ind.; R. H. Welles, Badger Brass Manufacturing Company, Kenosha, Wis.; P. L. Hussey, Hussey Drop Forging and Manufacturing Company, Cleveland, Ohio; F. C. Billings, Billings & Spencer Company, Hartford, Conn.; V. G. Apple, Dayton Electrical Manufacturing Company, Dayton, Ohio. Constitution and by-laws will be adopted by a mail ballot.

THE AMERICAN DISINFECTANT.

Among new additions to a Hardware stock we find dealers are adding to their department of polishes and finishes, wood fillers, etc., popular disinfectants that are easily handled at a satisfactory profit. Among this class of goods, the American Disinfectant, prepared by Frederick C. Nye, Syracuse, N. Y., has proved popular wherever introduced. It is a scientific article, made of the best materials for the purpose of deodorizing or disinfecting offensive odors or disease germs in toilet rooms, cellars or storage rooms, making such rooms pleasant, healthful and comfortable.

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HARDWARE

VOL. XXVIII. APRIL 25, 1904. NO. 2

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

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Remittances should always be made by New York Draft, Post-office or Expres Money Order.

Register your letters when you remit by cash.

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The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

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A. E. BOLLES, - - - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper n the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

A more sanguine feeling prevails in regard to business, which on account of unseasonable weather had lessened the usual urgency regarding early delivery. Jobbers are reporting an excellent trade for April in the middle West where comparisons with last year on seasonable goods are extremely encouraging being in excess as to volume and value over 1903. It can scarcely help becoming milder and warmer ere long, when a rush trade will become the feature, everybody wanting goods at once, and night work will become necessary in order to facilitate the necessary shipments. Strike conditions in the several sections recently causing apprehension, have yielded to arbitration or influences probably affecting them, and the industrial skies for the present are without a cloud to obstruct the sunshine, which at this season of the year should everywhere prevail.

Prices are really as satisfactory as could have been anticipated. The advances that have taken place have not been radical in their nature, but braced the markets sufficiently to make a fairly eager demand for goods that were good purchases with a hardening tendency since. The market for Builders Hardware is in better condition than for several years, the prices having been equalized by the competing makers under a selling agreement that is a desirable feature for the trade to recognize, and the advance placed on this line to take effect on a subsequent date, enabled the jobbers to book a season's orders so that the future of the trade could be handled judiciously at a fair profit and give the manufacturers at the same time full order books to work upon. In no line are the prices quoted with more confidence as to equality in quotation than in this important branch of the industry.

There are few concessions possible in any branch of trade on which to hang a pessimistic fear regarding the future, and contrary to tendencies that formerly affected the market during presidential election year, less fear is expressed regarding the trend of trade, and as there is but little of a speculative import affecting the several markets, the regular business of the country will doubtless be transacted without the irritating controversies that create animosities and interrupt the movements of commercial intercourse.

A great deal of the prosperity of the country is connected with good crops which are expected to prove no exception as to fulness or importance than of late years. The severe cold weather of the Winter and the late Spring has tended to lessen current business which will soon show a healthy improvement and the farmers will be actively employed in making assurance doubly sure by getting down to the Spring work with an abundant promise for the bountiful gifts of Nature.

Collections are reported as being somewhat slow, which is usually the case at the end of a long season of severe arctic conditions, as the country roads being difficult to use, the farmers are unable to get to town to make their customary settlements and assist the retailer topay the Jobber.

EXPORT OF MANUFACTURES MAKING A RECORD.

Exports of manufactures from the United States seem likely to make their highest record in the fiscal year which ends with the month of June, 1904. In the eight months ending with February, for which the Department of Commerce and Labor, through its Bureau of Statistics, announces the figures of exports of manufactures, the total is 20 million dollars larger than in the corresponding eight months of the fiscal year 1900, which was the record year in exports of manufactures. For the eight months ending with February, 1904, the total exportation of manufactures was $288,400,924, against $268,537,972 in the corresponding months of 1900.

While conditions in the Far East are causing a considerable diminution in the exports of cotton manufactures from the United States, practically all of the other important exports show a marked increase, and it seems not improbable that the grand total for the year will exceed that of the banner year 1900, and certainly that the total for 1904 will compare favorably with that greatest year in our exports of manufactures and surpass that of any other year. An analysis of the details of exports just made by the Department of Commerce and Labor, through its Bureau of Statistics, shows an increase in nearly all of the important articles other than cotton goods as compared with last year or earlier years.

Iron and steel exports show an increase of nearly 2 million dollars for the single month of February and of about 5 millions for the eight months ending with February. Mineral oils show an increase of 1 million dollars in the month of February and of over 8 millions in the eight-month period under consideration. Copper manufactures show for the month of February an increase of nearly 3 million dollars, and for the eight months an increase of nearly 12 millions; leather and its manufactures show for the eight months a slight increase; agricultural implements an increase for the eight months of 2½ millions; chemicals show a slight increase in the month of February, also a slight increase in the eight months ending with February; and this is also true of paper manufactures, scientific instruments, fiber manufactures, cars and carriages, india rubber manufactures, clocks and watches.

On the import side conditions are also satisfactory. The check in importations of manufacturers' materials seems to have been but temporary, as the total importation of raw ma-

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terial for use in manufacturing was, in February, 1904, equaled in total value by that of February, 1903, while in many cases prices were considerably less, indicating an actual increase in quantity imported. For the eight months ending with February, 1904, the total value of raw material imported for manufacturing fell but 10 million dollars below the extraordinarily high figure for the corresponding months of the preceding fiscal year, and this is probably accounted for, in part at least, by the reduction in prices.

Hemp, manila, and sisal all show a lower price per ton in February, 1904, than in February, 1903, according to the reports of the Bureau of Statistics; and this is also true of sheet, plate, and taggers' iron, rubber, and numerous other articles utilized in manufacturing. The average price per ton of hemp imported in February, 1904, was $144.06, against $172.85 in February, 1903; of manila, $179.93, against $192.63 in February, 1903; of india rubber, $0.696 per pound as against $0.734 in February of last year.

The following table shows the value of the more important manufactures exported in the eight months ending with February, 1904, compared with the corresponding eight months of the preceding fiscal year:

	Eight months ending with February—	
	1903.	*1904.*
Iron, etc.	$62,922,173	$67,887,037
Oils, mineral, refined	40,035,629	47,777,700
Copper and manufactures	25,393,949	37,109,945
Leather, etc.	20,962,003	21,314,506
Cotton manufactures	21,190,183	14,738,321
Agricultural implements	10,471,911	12,930,228
Chemicals	8,752,049	9,399,230
Wood manufactures	8,208,840	8,704,604
Paper manufactures	4,691,528	4,770,614
Instruments, scientific	4,647,940	5,935,808
Paraffin and wax	6,292,294	6,010,894
Tobacco manufactures	3,457,663	3,426,077
Fiber manufactures	3,467,882	4,051,099
Cars, etc.	6,495,568	6,740,673
Rubber manufactures	2,845,424	3,084,273
Books, etc.	3,002,326	2,885,970
Spirits, distilled	1,625,292	1,458,425
Musical instruments	2,328,288	2,273,293
Cycles	1,253,348	1,224,700
Clocks and watches	1,396,350	1,552,697
Glass, etc.	1,445,835	1,275,513

The following table shows the total value of manufactures exported from the United States in the eight months ending with February of each fiscal year from 1894 to 1904:

Exports of Manufactures from the United States.

Eight months ending with February—	*Total.*	*Eight months ending with February—*	*Total.*
1894	$123,232,048	1900	$268,537,977
1895	116,828,998	1901	239,564,064
1896	144,067,836	1902	226,146,546
1897	174,131,827	1903	262,848,048
1898	180,606,072	1904	288,400,924
1899	206,822,334		

DEATH OF WILLIAM BINGHAM.

William Bingham, one of the best-known and most prominent Hardwaremen of the country, died at his home in Cleveland, Ohio, on Sunday morning, April 17th. The cause of his death was weakness of the heart, superinduced by old age. Mr. Bingham was born in Andover, Conn., March 9th, 1816. He was a descendant of the early settlers of Connecticut, his ancestors having come to this country in 1660 and founded the towns of Saybrook and Norwich. The farm on which he was born was an old estate of the Bingham family, and had been occupied by his father for many years. He remained in Andover until he was 20 years of age, when he went to Cleveland, then in its infancy. He traveled over the Albany & Schenectady Railroad, the first steam line in successful operation in the United States, as far as Schenectady, N. Y. Thence he went by canal and coach to Buffalo, taking boat at that point for Cleveland. Upon his arrival, he entered the employ of George Worthington and remained there for two years. A little later, in 1841, he purchased the business of Clark & Murphy, and founded the firm of William Bingham & Co. He continued in charge of the business until 1888, when the name was changed to the William Bingham Company, of which corporation he was elected president, but retired from active control of affairs some years later.

DEATH OF RUSSELL SARGENT.

Russel Sargent, of Sargent & Co., of New Haven, Conn., and son of Joseph B. Sargent, died Saturday, the 16th inst., at Boston, after a short sickness of cerebro spinal meningitis.

Russell Sargent was born in New Haven, August 31, 1864. He graduated at the Sheffield Scientific School in 1884, and had been his class secretary since graduation. Shortly after completing his college course he began his connection with Sargent & Co., and for a number of years previous to his death was the head of the firm's Lock department. He was married to Margaret Berrien Motte, April 19, 1894. Besides his widow, he leaves two children, a boy of nine and a daughter of four years. He was a member of the Graduates' Club, New Haven Country Club and New Haven Lawn Club. Services were held at the residence at New Haven, Monday afternoon, when an opportunity was given the men of the Lock department to look for a last time on the face of the man under whom they had worked.

THE RATE TO ATLANTA.

It gives us pleasure to announce to our friends that the Southeastern Passenger Association have granted for the occasion of the Atlanta Conventions a rate of one fare plus 25 cents for the round trip between Washington and Atlanta. This will make the fare for that section of the trip $17.75. These tickets are good to May 31st, but can be extended to June 30th, if deposited by original purchasers with the joint agent at Atlanta.

The rate between New York and Washington has not as yet been agreed upon. The regular round trip between these two places is $10 and if nothing better is granted it will make the cost from New York to Atlanta and return $27.75; however, it is fully expected that a rate of one and a third fare will be granted; this will make the round trip between New York and Washington $8.65, and between New York and Atlanta $26.40. The cost of a berth in a sleeping car from New York to Atlanta is $5.50 and of a drawing room with three berths $20.

The diagrams for Hardware's special train are ready at the office of the Southern Railway, corner of Chambers Street and Broadway, New York, and it is advisable that reservations be made as early as possible, particularly in cases where several people wish reservations close together. Of course, those who make application first will have the best choice, but even the late ones will be well cared for.

These reservations can be made either through the Manager of Hardware or at the office of the Southern Railway, mentioned above, or at that railway's office in Philadelphia. It is not necessary to send money for reservations, as that matter can be attended to on the day of departure when purchasing tickets.

As laid out at present, the special train will leave New York—23d Street, Pennsylvania Station, at 4.25 P. M., Sunday, May 22d; West Philadelphia, 6.50 P. M.; Baltimore, 9.15 P. M., and Washington, 10.45 P. M., arriving at Atlanta 3.55 P. M. Monday. It will be a solid vestibuled train with Dining, Observation, Cafe and Sleeping Cars.

THE CONVENTION BARBECUE.

At the Atlanta convention of the Southern Hardware Jobbers' Association and Hardware Manufacturers' Association, arrangements have been perfected by the Atlanta Jobbers to give a genuine old-fashioned barbecue, and it is firmly believed by the Entertainment Committee that an extremely enjoyable time may be anticipated. According to the programme as at present laid out, the trolley ride will start at eleven o'clock Friday morning to the private park, where it is intended the barbecue shall be held, and where every convenience is obtainable to make the novel affair a successful one.

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THE SOUTHERN SUPPLY AND MACHINERY DEALERS' ASSOCIATION.

The Southern Supply and Machinery Dealers' Association held their third annual convention at the Hotel Chamberlin, Old Point Comfort, Virginia, on Tuesday, Wednesday and Thursday, April 12th to 14th. The morning session of Tuesday, April 12th, was one in which the manufacturers, their representatives, visitors and the ladies, whose presence added so much interest to the proceedings, were all especially invited to be present. The ballroom of the hotel where the convention held their sessions was fairly well filled by those present, consisting of ladies, guests and members of the association. The address of welcome was delivered by Capt. Wyndham R. Mayo, president of the Chamber of Commerce, of Norfolk, Va. John G. Christopher, of Jacksonville, Fla., responded on behalf of the association in a happy speech of thanks. An address of welcome to the manufacturers, which was enthusiastically received, was delivered by C. H. Briggs, of the Briggs Machinery & Supply Company, Dallas, Texas. The response was made by George T. Coppins, of the Walworth Mfg. Company, Boston, Mass. It was very characteristic, and received frequent interruptions of applause.

The session of Tuesday afternoon was executive and was occupied in the reading of reports of standing committees, and closed with a discussion of the question, "What Has the Association Accomplished During the Past Year?"

On Tuesday evening a reception and smoker was given, at which various members were called upon to contribute, and many offered impromptu features of entertainment, to the great amusement of those present.

Wednesday morning's session was executive, and in addition to the presentation of and discussion on the suggestions of the Executive Committee and like matters, the officers and Executive Committee for the ensuing year were elected. The election resulted as follows:

President, Peter E. Blow, Southern Brass & Iron Company, Knoxville, Tenn.

First Vice-President, W. H. Kettig, Milner & Kettig Company, Birmingham, Ala.

Second Vice-President, C. H. Briggs, Briggs Machinery & Supply Company, Dallas, Texas.

Secretary-Treasurer, C. B. Carter, Knoxville, Tenn.

The following members were elected to serve on the Executive Committee:

John C. Dozle, Nashville Machine Company, Nashville, Tenn.

George A. Smith, Smith-Courtney Company, Richmond, Va.

Edward L. Stream, Gibbens & Stream, New Orleans.

George V. Denny, Georgia Supply Company, Savannah, Ga.

Considerable of the work done in the several sessions was of an executive character and held behind closed doors on account of its importance for members only.

A joint session of dealers and manufacturers was held on Wednesday afternoon. The principal topic under discussion was as follows:

Is it not to the interest of the manufacturers, as well as of the dealers, for the manufacturers to establish minimum selling prices, and should not the dealers who maintain such prices be compensated by some rebate?

The discussion that followed was participated in by W. H. Kettig, of the Milner & Kettig Company, Birmingham, Ala.; Edward L. Stream, of Gibbens & Stream, New Orleans; W. M. Crumley, president of the Southern Hardware Jobbers' Association, who was called upon by President Blow for a few remarks. He said that he was in favor of having the manufacturers arbitrarily establish stiff prices. John J. Voorhees, of the Voorhees Rubber Mfg. Company, and Forbes Liddell, of the Liddell Machinery & Supply Company, Montgomery, Ala. The views were of such a varied character, no definite action was taken and the question is still a debatable one.

On recommendation of the Executive Committee the following resolution was brought to the attention of the manufacturers:

Resolved, That the association use its influence with the different manufacturers of all lines of goods which they sell to have them adopt a standard size of leaflet or page perforated for a standard size border to be adopted by the association showing cuts or lists of any articles which they manufacture and which they wish to bring before the notice of the dealer and his salesmen.

In the discussion which followed the presentation of this measure it was brought out that the association simply wished the adoption of a special standard leaflet for dealers' use supplementary to their regular catalogue system. The manufacturers present showed a willingness to comply with the request and upon motion a committee was appointed to take the matter up and suggest a standard size of leaf to be adopted by the association. This committee consists of C. H. Briggs, of the Briggs Machinery & Supply Company, Dallas, Texas; J. A. Riechman, of the Riechman-Crosby Company, Memphis, Tenn., and J. J. Disosway, of the Cotton States Belting & Supply Company, Atlanta, Ga.

A resolution was adopted permitting manufacturers to be elected to honorary membership, making the standard of eligibility their being in accord with the policy of the association. Such honorary members are not chargeable with any fees or dues, and cannot attend executive sessions.

On Wednesday evening a reception and dance held at the hotel proved a brilliant success.

The sessions on Thursday were executive, the only feature of general interest being the selection of the next meeting place. It was decided that the meeting should be held in Savannah, Ga., at a date in next April to be selected by the Executive Committee.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED APRIL 5, 1904.

360,417. Sash Fastener, Francis M. Chase, Denver, Colo.

360,418. Fishing Buoy, Emri W. Clark, Nashua, N. H.

360,426. Tool Handle, John S. Fray and James Fray, Bridgeport, Conn.

360,453. Dust Pan, Abram B. Levy and George W. Decker, Canandaigua, N. Y.

360,497. Lamp Stove, Orin P. Whipple, Abilene, Kan.

360,579. Sifter and Strainer, Robert G. Fruend, Chicago, Ill.

PATENTS ISSUED APRIL 5, 1904.

756,202. Radiator, Roy Barrett, Palmyra, N. Y.

756,204. Washing Machine, Ross C. Beekman, Independence, Kan.

756,262. Wheelbarrow, Thomas J. Montgomery, Youngstown, O.

756,263. Lamp Suspender, Arthur S. Moore, Notting Hill, London, England.

756,266. Stovepipe Fastener, Charles T. McClarin, Williamsport, Pa.

756,294. Broom Holder, William T. Spillane, Red Lake Falls, Minn.

756,358. Carpet Sweeper, John F. Hardy, Chicago, Ill.

756,364. Fishing Reel, Louis M. Hermance, Poughkeepsie, N. Y.

756,373. Vent Apparatus for Oil and Other Cans, William Joyce, New York, N. Y.

PATENTS EXPIRED APRIL 12, 1904.

360,866. Pocket Knife, Thomas R. Ellin, Sheffield, County of York, England.

360,879. Manufacture of Table Knives, Hubert C. Hart, Unionville, Conn.

360,937. Door Check, George Weinley, Rutland, Vt.

360,943. Window Fastener, Douglas Allport, London, County of Middlesex, England.

360,990. Expansive Bit, Charles E. Billings, Hartford, Conn.

361,022. Lifting Jack, John North Middletown, Conn.

361,055. Micrometer Gage, Albert H. Emery, Stamford, Conn.

361,056. Micrometer Gage for Internal and External Measurements, Albert H. Emery, Stamford, Conn.

361,113. Skate Fastening, Everett H. Barney, Springfield, Mass.

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RECENT TRADE PUBLICATIONS.

Joseph Dixon Crucible Co., Jersey City, N. J., have sent us another of their attractive folders, this time exploiting their graphite joint compound for pipe joints, gaskets, bolts, nuts, etc., and which is equally useful for gas, steam or water pipes, put up in the very handy form of collapsible tubes of a size that may be readily carried in the pocket or tool-bag. This form is particularly useful for all small work away from the shop, the graphite is squeezed directly upon the threads, making unnecessary the use of a dauber, and saving any soiling of the hands or clothing. Send for this envelope-size folder and learn more about this convenient article.

The American Steel & Wire Co., Chicago, under date of January, 1904, have issued a leaflet regarding telephone and telegraph wire, of which they give the different gauges, bundles required to a mile, approximate weight in pounds per 1000 feet and weight per mile. Much other useful information on this subject is also found on the leaflet which may prove profitable to those who avail themselves of the opportunity to secure one.

North Bros. Mfg. Co., Philadelphia, Pa., manufacturers of the "Yankee" tools, have issued another of their extremely interesting envelope size pamphlet catalogues embracing ratchet screw drivers, chucks and drills, countersinks, automatic drills, reciprocating drills, pocket magazine screw drivers, tool sets, etc., also giving a table of weights of one dozen tools in regular paper boxes which will be found very valuable when ordering. In response to frequjent demands for "Yankee" screw drivers put up in substantial and well finished boxes to be used by mechanics who desire to keep tools in fine order, and by gentlemen or amateur mechanics who especially appreciate tools put up in handsome sets, they have prepared the following set which they illustrate in their catalogue. The box, which is very substantially made of oak, handsomely finished, contains one each of the following "Yankee" tools which are each separately described in their catalogue. No 30 spiral ratchet screw driver, chuck with drill points, eight sizes in 64ths from 1-16 to 11-64 inches to use for drilling holes with the No. 30 spiral ratchet screw driver; countersink to use in the same tool; No. 11 ratchet screw driver with blade six inches long, and No. 15 ratchet screw driver with finger turn on blade with blade three inches long. The box measures $12\frac{1}{2}$x$4\frac{3}{4}$x$2\frac{3}{4}$ inches.

The Berger Mfg. Co., Canton, Ohio, have issued a large, handsome catalogue describing and graphically illustrating the uses of the Multiplex Steel Plate for floors, roofs and fire-proofing as used in the construction of modern steel and iron buildings; the Economy Partition Stud and Ceiling Furring strip for steel skeleton buildings, churches, storage houses, jails, bridges, etc., and also their Perfection Luminous Sidewalk. The Multiplex steel plate consists of a series of vertical corrugations of sheet steel, painted or galvanized, ending at the top and bottom in three half circle arches, separating the vertical sides of these corrugations from each other. The upper portion of these manifolds is filled with concrete. When used for floors, roofings and ceilings, it is made of various heights and gauges of material to suit the span and load to be carried. The results of practical tests and uses are given to which the plate may be applied, and the company is prepared to furnish the material from their works at Canton on short notice. They will be pleased to send estimates and sketches if they are furnished with floor plans and live load to be carried. They have also distributed an artistic catalogue treating on the merits and advantages of steel furniture over wood, which will be forwarded to those applying to the above company.

E. W. Bliss Company, Brooklyn, N. Y., have issued a very artistic book of 51 pages, being a treatise on their Power Presses. The book is finely printed on heavy coated paper, handsomely illustrated, and bound neatly with an embossed cover. The above company claim to be the largest manufacturers of sheet-metal working machinery in the world, and are the exclusive manufacturers for the United States Navy of the Whitehead automobile torpedoes' launching tubes, air compressors and appliances. They manufacture projectiles from the small one-pound shells up to those used in the largest modern guns. They announce that every modern appliance has been provided to facilitate the rapid and economical execution of orders. On the two center pages as the book is opened out, is presented a very comprehensive map of the St. Louis World's Fair, showing the position of the different buildings and exhibits, with a star in the machinery building to indicate where the exhibit of E. W. Bliss Co. will be found. This concern is now considering the manufacture of automobiles, full particulars of which they will be glad to furnish upon application.

E. C. Atkins & Co., Indianapolis, Ind., are proving their claim for superior quality goods with bare facts, by means of a unique folder which they have sent to the trade, in which they have enclosed a sample of their "Triple A" Spring Flexible Back Blades. There is certainly no fairer means of establishing relative merit than by ocular demonstration, and E. C. Atkins request in their folder that the sample blade be given a practical test along with blades of other manufacturers. They claim that their "all-hard" blades have greater durability than any similar blade on the market. They are made from the highest grade of steel, manufactured especially from their own formula. The teeth, they state, are sharp and so set as to present a square cutting surface to the work and just enough set to insure a free, smooth and rapid cut, removing no more stock than necessary. They are tempered hard and tough by their special process. On their folder they add a very concise price list for hand hack saws. Write for their booklet and discounts.

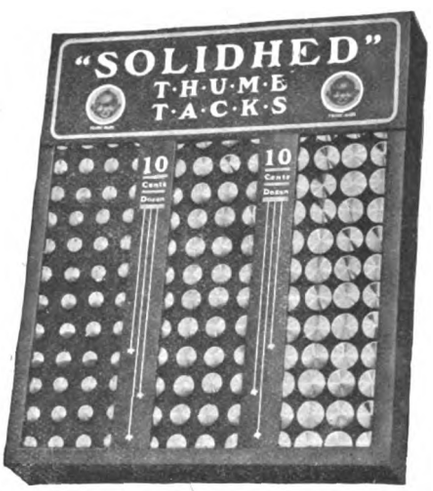
L. H. Mace & Company, 111-117 East Houston Street, New York, have issued a 1904 refrigerator catalogue and price-list, which is extremely well gotten up, and presents illustrations of a large variety of their goods, of which they make five different lines, exclusive of special orders, and they vary sufficiently to give the dealer a range of styles and prices to meet all ordinary requirements. Their five lines include the "Diamond," a soft wood refrigerator painted by a new process in imitation of golden oak. While designed to meet the demand for a low-priced refrigerator, the construction is equal in preserving qualities to their higher priced refrigerators. The "Empire," which they claim is the cheapest hardwood refrigerator on the market, is made of ash, nicely finished and ornamented. The "Puritan" is a hardwood refrigerator, solidly made throughout, excellent cabinet work and beautiful finish. The "Excelsior," they state, is their best. The case is of new design, made of oak, very thorough in construction and handsomely finished, and they claim for this that as a refrigerator it cannot be surpassed as an example of the cabinet-maker's art. Their line of glass and tile-lined refrigerators has been increased this year by the addition of some new sizes and patterns of the Puritan grade to the fine Excelsior line of last year. While no changes are made in the outward appearance of the Excelsiors and Puritans, the inside linings are of opal glass, and the floors tiled, making these Refrigerators in all respects, they claim, the finest in the world. The above catalogue will be found valuable to dealers handling this line of goods.

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NEW GOODS AND SPECIALTIES.

"SOLIDHED" THUMB TACKS.

Among the various little specialties that can readily be added to a general Hardware stock and would be appropriately placed and found salable, the solid head thumb tacks, which we illustrate herewith, would furnish a good specimen. They are manufactured by the Hawkes-Jackson Company, 82 Duane Street, New York. The solid head thumb tack is a flat, smooth-headed tack that can be pushed in wood or other



"SOLIDHED" THUMB TACKS.

material without injury to the thumb, and are with equal ease removed when necessary. The head of the pin is firmly and securely imbedded in the top without penetrating it, thus making a solid joint. They are placed upon the market in a display case as shown in the illustration where the tacks are mounted on blocks of one dozen each, making individual counting by the dealer unnecessary. They furnish a neat and convenient fastening for general use, both for office or household purposes. The popular price at which they are sold enables them to be used for fastening blotters to the desk or pictures, calendars, photographs or posters to the wall; they are extremely convenient for the use of artists and draughtsmen when using drawing boards, also by advertisers when fastening show cards in stores and shop windows. Write to manufacturers for further information.

CLAYTON & LAMBERT'S GASOLINE TORCHES.

Clayton & Lambert Mfg. Co., Detroit, Mich., are the manufacturers of a line of Gasoline Fire Pots and Torches, which

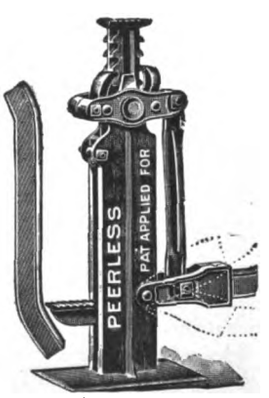


THE NO. 32 TORCH

meet with the full approval of the trade and have already achieved a deserved success. Among the many torches shown we note the No. 32, which we illustrate here; the makers have the following to say of the No. 32 Torch: It was designed for the use of mechanics who desired a powerful burner capable of doing heavy work out of doors in cold or windy weather. A glance at the generator will show that it has great generating power, and it will produce a clear, blue, intensely hot flame which is under perfect control of the operator, and is economical in the use of gasoline; in fact, will soon save its cost in the saving of gasoline alone. A hook and support are provided so that soldering coppers may be heated when desired. The tank is quart size, drawn out of heavy brass, free from seams, and all fittings are heavy. Reinforcements are used to make an extra strong tank. A brass air pump of the latest design screws into the tank and is submerged in gasoline, which aids in keeping it cool and also protects it from injury. A careful inspection will convince you that only the best of workmanship and materials have been used. It is supplied in polished brass or nickel plated, as desired. Like everything made by Clayton & Lambert Mfg. Co., this torch is sold under the guarantee "Your money back if you are not pleased." From the above our readers will see that this firm guarantees anything made by them, and no doubt exists their guarantee means just what it says. We are also glad to call your attention to their ad which will be found top of middle column inside front cover. In this space will appear a series of ads which should interest all our readers. Their catalogue describes twenty styles of Fire Pots and forty-six styles of Torches. Users of gasoline fires should have this catalogue, which we understand will be sent free to any of our readers.

THE PEERLESS AUTOMOBILE JACK.

Oliver Manufacturing Company, 203 South Desplains Street, Chicago, Ill., are the manufacturers of the Peerless Automobile Jack, of which we give an illustration, which shows very clearly how exceedingly simple are all its movements, and yet it commands great strength and remarkable lifting range. It works at any angle and may be used for pushing as well as for lifting. At present an indispensable part of an automobile equipment is a lifting jack, and one



THE PEERLESS AUTOMOBILE JACK.

that is not only portable and small, but also strong and powerful, is in demand. The "Peerless" meets completely all these requirements, and is claimed to possess the greatest lever power in proportion to its size of any similar lifting jack before the trade. It is made in four sizes: No. 16, suitable for vehicles of two tons, No. 18 for three tons, No. 21 for 10 tons, while a larger and heavier size, No. 23 for vehicles of 10 tons, is made that is 17½ inches high, with a rise of 11 inches and weighs 25 pounds.

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SURFACE SPEED ATTACHMENT FOR SPEED INDICATOR.

L. S. Starrett Co., Athol, Mass., among the many high-grade mechanical devices which emanate from their well-equipped works, are the manufacturers of the speed attachment for speed indicators, of which we give illustration herewith. This attachment, Fig. 1, applied to one of their speed indicators, is designed to show the number of lineal feet per minute the periphery of a shaft or pulley is running, and

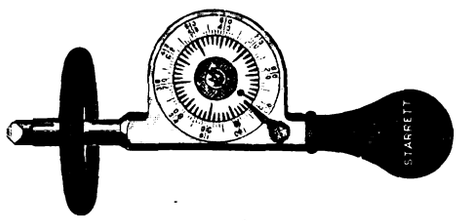


FIG. 1.

thus enable a workman to know if the speed is too fast, or is too slow to get the most work the tool will stand. For instance, the speed of a cone pulley being turned needs to be changed at every step. Heretofore it has been all guess work as to the number of feet per minute the periphery of the work is traveling. It may be so fast as to heat and spoil the tool, or it may not be nearly fast enough to perform what should be done. The same is true when shifting the tool



FIG. 2.

from the hub to the rim of a pulley. The rubber-banded indicator wheel, Fig. 2, may be instantly slipped off or on the spindle of any of their speed indicators, and when held against the periphery of a shaft or pulley a half minute or a minute, by multiplying the figures showing the revolutions on the dial on the indicator by 2, the number of feet the surface of the thing is traveling is obtained, as each revolution of the indicator wheel shows six inches, twice around, one foot. A close approach to accuracy is not claimed for this attachment, but it will be found very convenient and adequate for the purposes intended, as suggested above.

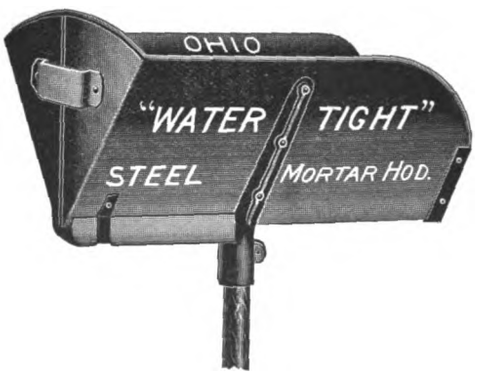
STEEL MORTAR AND BRICK HODS.

The Geauga Manufacturing Co., Painesville, Ohio, are manufacturers of the improved, up-to-date specialties which



OHIO STEEL BRICK HOD.

we illustrate herewith. The water-tight steel hods when in use, will be found to be 25 to 50 per cent. lighter than the ordinary wooden hod so commonly used. The steel bodies of these hods are claimed to be the only ones made that are folded from a single piece of sheet steel without cutting the metal. They are reinforced on the edges and at the dumping



OHIO STEEL MORTAR HOD.

point. By the use of specially devised machinery the manufacturers are enabled to produce what they claim are the strongest and most durable double-end mortar and brick hods before the trade. These hods are provided with an improved malleable iron fork and wooden shoulder saddle, making it easier than the old style for the user to carry, or should he so desire, to attach a piece of cloth to the under side of the saddle. This malleable iron fork and socket for holding the hardwood handle and taking up the shrinkage, makes it easy to replace a broken handle, and it enables hods to be shipped knocked down.

MALLEABLE IRON CAP FOR CHISEL HANDLES.

The Onondaga Mfg. Co., 120 S. State Street, Syracuse, N. Y., are the manufacturers of a number of patented specialties, one of which we illustrate in the accompanying cuts. Fig. 1 shows a malleable iron cap which is designed for use on the ends of chisels that are used in connection with a mal-

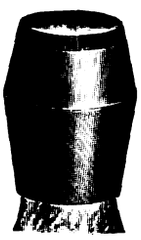


FIG. 1.



FIG. 2.

let or other appliance to force the power of its application when in use. Ordinarily the end of the chisel handle presents the appearance of Fig. 2, and is soon destroyed as far as regards the utility of its handle. By this simple device, a



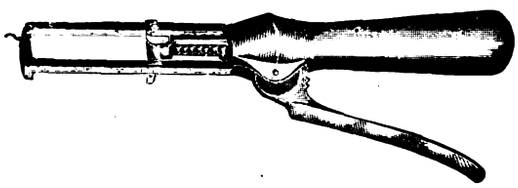
FIG. 3.

sectional view of which is given in Fig. 3, the handle is protected from injury and lasts as long as the tool to which it is supplied. They are made in three sizes, which have been found to answer every possible demand. A larger size for tent stakes can also be furnished by the company. Catalogues and circulars of their several specialties will be forwarded upon request.

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THE STORK ADJUSTABLE CAN OPENER AND CUTTER.

Notwithstanding the number of Can Openers invented every year, there seems still to be admirable features of utility not already embodied in those at present on the market. George L. Stork, Dayton, Ohio, is placing upon the market through the Hardware and house-furnishing trades one of the most complete, in the way of usefulness, that we have



ADJUSTABLE CAN OPENER AND CUTTER.

noticed, embracing as it does several new features that commend it for salability. A tool has long been needed to open fruit jars or other screw top appliance to remove tin tops from paint and other cans. Care has been taken to make this a feature in this tool. In preserving operations, it may

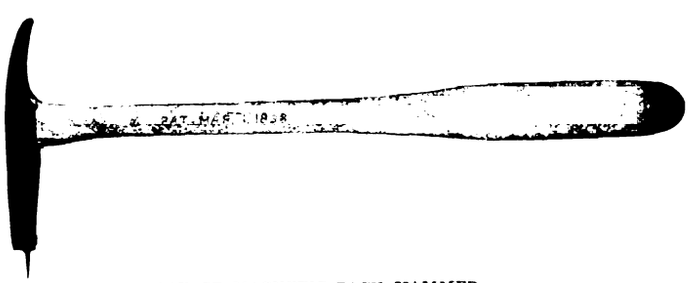


WHEN USED AS A CAN TOP REMOVER.

be used to draw the hot cover tighter than by any other method, and will remove with equal facility any tin cap on cans or bottles, no matter how tight they may be. In connection with this adjustable feature, there is a cutter attachment for opening skillfully any tin top can, now so popular, in grocery supplies, such as tomatoes, corn, peas, beans, or paint cans, cutting any sized circle from one-half inch to six inches. Write to the manufacturers for particulars, which will be given on request.

SAVAGE MAGNETIC TACK HAMMER.

The Savage Arms Co., Utica, N. Y., who are noted as manufacturers of Rifles of standard reputation, are placing before the Hardware trade a little specialty that is destined to become popular. It is in the shape of a new model Magnetic Hammer, an illustration of which we present herewith. A



SAVAGE MAGNETIC TACK HAMMER.

horseshoe magnet made of the finest steel forms a solid head; the hammer itself is a nicely balanced tool, the magnetism being permanent in its character. The upper end of the hammer is shaped so as to make a powerful tack puller. It is designed to be retailed at 25 cents, from which price the trade is given a liberal discount. Write for price and further information (this being tack hammer season) at once.

PECK'S EDGE TOOLS.

Peck Edge Tool Co., Cohoes, N. Y., are one of the oldest manufacturers of reputable Edge Tools in the line of Adzes, Broad Axes, Hatchets, etc., that appeals to the most exacting

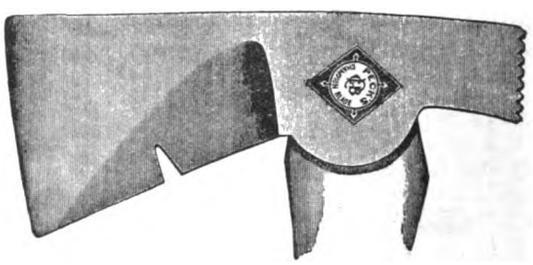


FIG. 1.

trade. They are well made, strictly hand forged, carefully tempered and fully guaranteed against flaws in manufacturing. Among those of special utility, their line of Lathing

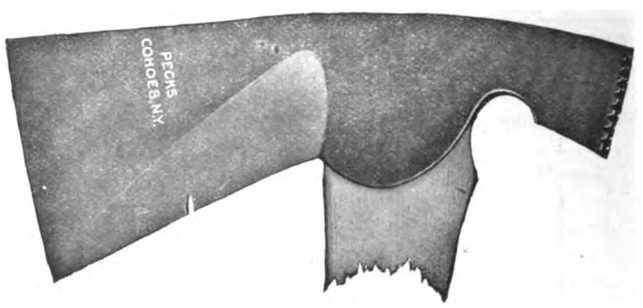
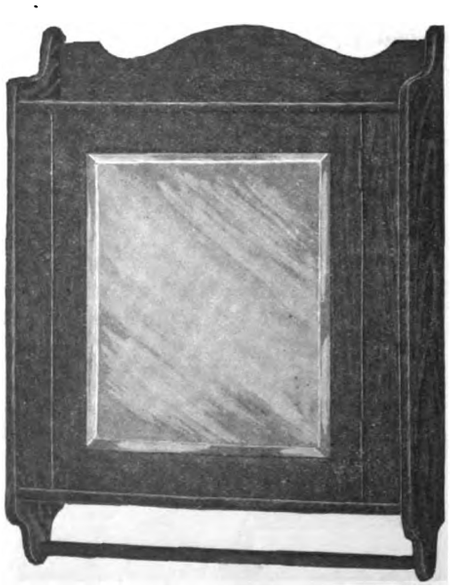


FIG. 2.

Hatchets have always been of unrivalled quality. The patterns have been favorites with the consumer, and gained a commendable record for superiority that forms the foundation for a steady demand wherever sold.

UDELL TOILET CABINET.

The Udell Works, Indianapolis, Ind., are the manufacturers, among a number of similar specialties, of the Toilet Cabinet No. 199½, which we illustrate. It is made in quartered oak and finely polished. It is 24 inches in height, 19 inches



UDELL TOILET CABINET.

in width and 6 inches in depth. The French bevel mirror shown in illustration is 8x12 inches. The company on request will forward catalogue showing a line of goods that would find ready sale if handled by Hardwaremen.

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FARWELL, OZMUN, KIRK & CO.'S NEW CATALOGUE.

About as good a working catalogue as the up-to-date retailer requires is the one recently distributed to their customers by Farwell, Ozmun, Kirk & Co., St. Paul, Minn. Being, as they declare themselves, in favor of issuing a general catalogue more frequently, or, as they call it, "the-new-book-more-frequently plan," no attempt has been made in this instance to make the bulky volume from the heaviest paper, or to spent a great deal of money unnecessarily in color-work throughout the contents. They believe "the Hardware catalogue of the day referred to most by the merchant, is generally the last one issued, provided it illustrates and describes an unusually large and complete line." This old house was established in 1859, and is consequently regarded as one of the pioneer Hardware houses of the West. They were incorporated in 1887. One of its Board of Directors occupies the prominent position of President of the National Hardware Jobbers' Association, comprising most of the wholesale houses of the country in the organization. A frontispiece to the catalogue gives a view of the wholesale district of St. Paul, displaying the convenience of their business location for receiving and shipping, which is plainly shown in the illustration, both of their warehouses having tracks of their own, giving direct communication with the railroads, and with a private railroad track running the entire length of their building. The catalogue is divided into 17 departments, representing those in which they are divided in their immense establishment. They are arranged as follows: Mechanics' Tools, Butcher Supplies and Ice Tools, Locks and Builders' Hardware, Riverside Hardware Cabinets, Farming Tools and Miscellaneous Hardware, Harness and Saddlery Hardware, Paint, Varnishes and Painters' Supplies, House Furnishing Goods, etc., Favorite Stoves and Ranges, F. O. K. & Co.'s Stoves, Ranges, Furnaces, Gasoline Stoves, Hotel Ranges and Kitchen Utensils, Tinners' Trimmings, Machines and Supplies, Tin Plate, Sheet Steel, Steel Roofing and Siding, Stationery, Office Supplies and Show Cases, Cutlery, Silver Plated Flat and Hollow Ware, American Cut Glass, Clocks, Watches, Chains, Novelties, etc., Sporting Goods, Guns and Ammunition, Fishing Tackle, Bicycles and Bicycle Sundries, Freight Classification. An index of 38 pages in which the goods are indexed under every possible variation of name, makes an easy reference when needed information is required. Containing as it does 1872 pages of regular catalogue contents, the paper on which it is printed is as thin as its continuous use would demand for convenience in handling, and the illustrations and descriptions of goods have been carefully attended to, by which goods may be ordered in an intelligent manner. List prices accompany all the articles, which make the volume amenable to a discount sheet or series of discounts.

PRESIDENT FAYETTE R. PLUMB.

Fayette R. Plumb, president of the Manufacturers' Club, of Philadelphia, and ex-president of the American Hardware Manufacturers' association, while in New York recently referred to the success of the Manufacturers' Club and Association as follows: "Including affiliated manufacturers throughout Pennsylvania, our club, which was established in 1887, now has a membership of about seven hundred, and while we take no active part in matters of a political character locally, we take a lively interest in all State and National questions that have any practical bearing on business generally. Among other subjects, are, of course, the relations of employer and employee, and when conflict has arisen the club influence has been exerted to bring about an adjustment of differences. Our National Hardware Association had its birth in Cleveland, Ohio, in October, 1901, and began business with a membership of sixty-five, which has since grown to more than two hundred. This comprises not only the manufacturers of the several lines of Hardware that would be carried by a general jobber, but the allied industries of iron and steel. The United States Steel Corporation is included in the membership, and without counting its large capitalization, it is within the truth to say interests representing several hundred millions are co-operating in the purposes for which the association was organized. The enhancement of prices was not one of the objects sought to be attained. Certain abuses, however, had crept into the relations obtaining between manufacturers and dealers in our products. Some manufacturers, prompted by an eagerness for orders, had permitted deviations from the terms and discounts usually accorded, and the manufacturers, as a whole, suffered from the unbusinesslike practices that were tolerated. Within six months after our organization came into existence many of the abuses had been corrected. One of the matters for which I was sponsor was the appointment of committees to represent the several lines in the business, that greater facility might be had in considering grievances. The desirability of this action has become obvious by the demonstration of its utility. Business conditions have been steadily improving in all lines and in all parts of the country since the first of the year, and the outlook for the future is entirely hopeful."

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

"Deed of Trust."

QUESTION: I have just received through a rating agency the information that a creditor has given a deed of trust and I do not just understand what that means. Will you please inform me through your Legal Department, as to what the significance is of a "deed of trust" in this State (Minnesota).

REPLY: A trust deed or a "deed of trust" may signify one of two things. It may mean that the grantor has created a trust in his property in favor of some person, or it may mean that he has conveyed certain property to a trustee in trust to secure the performance of some obligation on his part. The latter is the ordinary meaning of the term. Such a trust deed is in effect a mortgage of the property conveyed.

Liability for Wrongful Delivery of Goods.

QUESTION: A bill of goods was shipped from New York to Buffalo, billed as follows:

"To order "X" notify John Smith, Buffalo." After they had arrived at their destination, the railroad company delivered the goods to John Smith on his written order, without requiring the production of the bill of lading. Smith dishonored the draft with the bill of lading also attached after he had actual possession of the goods. Smith is insolvent. Has the consignor of the goods any remedy against the railroad company?

REPLY: It is well settled in most of the States, and particularly in New York, that a railroad company has no authority to deliver goods under such circumstances without requiring the surrender of the bill of lading. The name "X" is evidently fictitious, and the fact that the bill called upon the railroad company to notify John Smith, indicates that he is not the consignor of the goods, since if he were, it would be their duty to notify him without the insertion of any such provision in the bill of lading. It follows, therefore, that the company would be liable to the consignor for the full amount of the goods in case Smith refused to pay for them.

Law in New York State in Relation to Veterinary Medicine.

QUESTION: I would like to ask, has any one a right to manufacture and sell veterinary medicines, such as colic cure, condition powder and liniments? Kindly inform me what the law is, and what I will have to do to start in business.

REPLY: The public health law of the State of New York forbids the practice of veterinary medicines or surgery without obtaining a license and without registration in the county under penalty of $50 for every day of such unlawful practice. The same law also provides that the sale of drugs, medicines and poisons must be by licensed pharmacists under similar penalties, but the latter provision does not apply to the manufacture or sale of proprietary medicines. We know of no law expressly requiring a license for the manufacture and sale of veterinary medicines, except the foregoing, and suggest that for full information regarding compliance therewith you communicate with W. H. Kelly, Esq., Secretary of the State Board of Veterinary Medical Examiners, 195 Western Avenue, Albany, New York.

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JAP-A-LAC

"WEARS LIKE IRON"

JAP-A-LAC, the new wood finish, has grown in popular estimation until to-day it is the recognized superior of all wood finishes.

We have had unbounded confidence in **JAP-A-LAC** and have backed up this faith by the expenditure of vast sums of money to make it a household word in every corner of the land.

We are still spending money for this purpose and shall continue doing so.

Watch the leading magazines and exclusive women's publications and see what we are doing.

Start with the April issues of the *Ladies' Home Journal, Delineator, Designer, New Idea, Woman's Home Companion, Ladies' World, McCall's, Everybody's* and *Good Housekeeping* and many other publications, and try to realize the millions upon millions of people who each month read at least a portion of the "Story of **JAP-A-LAC.**"

Never before was a varnish product so thoroughly known. It insures millions of sales for **JAP-A-LAC,** and you will have your share of the demand.

Won't it pay you to place your order now and be ready to supply your customers' wants?

We have a specially alluring proposition for dealers and will gladly furnish information regarding it upon request.

The **GLIDDEN VARNISH CO.**

MAKERS OF HIGH GRADE VARNISHES

No. 44 Williamson Bldg., Cleveland, O.



ATLANTA CONVENTION ENTERTAINMENTS.

The following extracts are from a letter addressed to the members of the American Hardware Manufacturers' Association by the secretary-treasurer, F. D. Mitchell. They will prove of interest to our readers generally, having reference to the conventions on May 24-27 at Atlanta:

"The attendance of both manufacturers and jobbers will be unusually large, and as we must soon place the orders for badges, banquet menus, numbered buttons, etc., etc., we would ask that you kindly fill out the enclosed return-addressed postal card and mail same at your early convenience, that we may closely approximate the quantities which will be required. These cards will also be used as 'printer's copy' in compiling printed key-to-numbered-buttons, and the data summarized for use of the Entertainment Committee and others, to secure to all in attendance the various privileges of the occasion.

"We are to-day in receipt of advices from President Crumley, of the Southern Hardware Jobbers' Association, stating that the Atlanta Hardware jobbers have perfected arrangements for a "barbecue" which they will tender to the visitors at this convention on Friday afternoon, May 27th, at 2.30, and that their Friday morning meeting will be made brief to admit of starting promptly at 11 o'clock on a trolley ride around Atlanta terminating at the "Cue Grounds." These Grounds are private property, and Mr. Crumley assures us that "Those who do not go will regret it." The committee at Atlanta desires to learn at this time how many will attend the barbecue, and we would ask that you indicate on the enclosed postal the names of those who will accept their invitation to this entertainment feature.

"While the various passenger associations have not published the reduced rates for the convention, we understand that it will be one-fare-round-trip for passage through "Southeastern" territory (south of Ohio and Potomac Rivers and East of the Mississippi) plus 1⅓ fares for round trip for passage through all other passenger association territories. For example, New York members upon presentation of certificate showing payment of one first-class fare, New York to Atlanta, may exchange same (properly vised at the convention), for return ticket upon payment of one-third first-class fare from Washington to New York."

THE WORLD'S RECORD FOR 100 SHOTS TIED BY A "STEVENS" RIFLE.

H. M. Pope tied the world's record of 917 for 100 shots, off-hand, held by D. W. King, of Denver, Col., at the regular weekly shoot of the Rod and Gun Rifle Club at the Lake Lookout range on April 9th. The scores were shot at 200 yards on the standard American target, Mr. Pope using his Stevens-Pope 33-caliber rifle, mounted with a Stevens-Smith telescope. Mr. Pope's performance is regarded by marksmen as most remarkable and one that called for not only great skill and the finest judgment, but courage and endurance as well. The conditions under which he shot grew more adverse as he neared the end of his long string, until the rain, the wind and the gathering dusk made it very difficult to shoot accurately; and yet the five last shots of his 100 were placed in the center of the target where they scored 10, the highest possible score to make. The 10 circle is 3 36-100ths inches in diameter and to put five consecutive bullets in this circle at 200 yards, off-hand, under those conditions was a fine achievement. More than that, several of these shots were within rings inside the 10 circle, which are used for scoring when shooting with machine rests. The 12 circle is buit little more than one inch in diameter, and yet two of the five hit this tiny mark. All of the 100 shots were in the bull'e-eye and 94 of them were within the eight ring. This 100 shot score completes the list, and Stevens and Stevens-Pope rifles now hold all records on all the targets used for off-hand shooting at 200 yards used in the United States for all the different numbers of shot usually fired in contests on these targets.

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REVIEW OF THE MARKETS.

WIRE NAILS. There is a satisfactory demand as far as the mills are concerned, though not as active as it was a little earlier. The mills are complaining of inability to get steel as promptly as they could wish as the order books are quite full as yet with orders to complete, and the transportation problem shows less congestion. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$1.90
Retailers, carload lots	1.95
Retailers, less than carload lots	2.05

New York. A fair trade is being done in Wire Nails locally, the nearby territory contributing to make the demand a satisfactory one. Quotations are as follows:

Single carloads	$2.10
Small lots from store	2.20

CUT NAILS. The delivery of Cut Nails has been less hampered of late by outside conditions. Orders not being too strenuous in their requirements, the mills have been able to keep the output in comfortable shape for prompt shipments. Quotations are as follows: On either Steel or Wire Nails, with no discrimination as to locality, quotations are as follows:

Carload lots	$1.75 base
Less than carload lots	1.80

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. Prices remain unchanged; with a satisfactory local demand. Quotations are as follows:

Carloads on dock	$1.89½
Less than carloads on dock	1.97½
Small lots from store	2.05

BARB WIRE. Less activity in the demand is shown by the orders now being received. The mills have been able to make shipments on contracts with greater regularity. There are indications in the effects of the Western floods that a larger amount of fencing will be needed than was anticipated in the previous estimates, making confident conditions regarding the future. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.20	$2.50
Retailers, carload lots	2.25	2.55
Retailers, less than carload lots	2.35	2.65

SMOOTH FENCE WIRE. Back orders are being filled with greater regularity; a slight lull in the usual pressure for immediate wants being noticeable. Quotations are as follows, f.o.b. Pittsburgh; terms, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.80
Retailers, carloads	1.85
Less than carloads	1.95

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BOLTS AND NUTS. The manufacturers of Bolts and Nuts, at a meeting held April 20, made the following advances in prices. These are the lowest printed prices, and are subject to the usual extras for quantity:

Common Carriage Bolts, ⅜ x 6 and smaller and shorter, rolled thread	75%
Common Carriage Bolts, ⅜ x 6 and smaller and shorter, cut thread	70 and 12½%
Common Carriage Bolts, longer and larger than ⅜ x 6, cut or rolled thread	70 and 5%
Machine Bolts, H. P. or C. P. Nuts, ⅜ x 4, smaller or shorter	75 and 5%
Machine Bolts, H. P. or C. P. Nuts, larger than ⅜ x 4	75%
Machine Bolts, with C. and T. Nuts	70 and 5%
Machine Bolts, without Nuts	75 and 10%
Machine Bolt Blanks	75%
Bolt Ends, with H. P. or C. P. Nuts	75%
Bolt Ends, with C. and T. Nuts	70 and 5%
Plow Bolts	65 and 10%
Hot Pressed Square Nuts	$5.80 off list.
Hot Pressed Hexagon Nuts	$6.30 off list.

The prices represent an advance of about 5 per cent. on Bolts and two-tenths on Hot Pressed Nuts. Cold Punched Nuts and Coach, Lag or Skein Screws are unchanged. The manufacturers state that prices have been well maintained and the market is very firm.

BINDER TWINE. On April 15 the International Harvester Company announced prices of Binder Twine as follows:

	Cents per lb.
Sisal	10¼
Standard	10¼
Standard Manila (550 feet)	11¼
Manila (600 feet)	12¼
Pure Manila (650 feet)	13¼

Five-Ton lots, ¼ cent less; carload lots, ¼ cent less. Kansas City, Minneapolis, Omaha, Council Bluffs, ¼ cent higher. Pacific Coast points, 1 cent higher. Some Eastern manufacturers are quoting on the basis of 10 cents for Sisal and Standard, f.o.b. Eastern mill, ¼ cent less in carload lots.

CORDAGE. The demand for Rope holds its own very well and a fair market is noted in this especial line, with little disturbance in prices as far as regards the best grades; the competition affecting the lower grades more particularly. We continue previous quotations as fairly representing the average market, the usual rebate of ¼ cent per pound being given to carload buyers:

Pure Manila, 7-16-inch and larger	12
⅜ inch	12½
¼ inch and 5-16	13
No. 2 Manila	10½@11
Pure Sisal, 7-16 inch and larger	9¼
No. 2 Sisal, 7-16 inch and larger	8¼
⅜ inch	8¾
¼ inch and 5-16 inch	9¼
Lath Yarn, Medium and Coarse	8½
Jute Rope, No. 1	6½
No. 2	6

LINSEED OIL. The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels....43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PHILADELPHIA TRADE.

Although it is now the 20th of April, Spring has hardly yet established itself, and we are still receiving reports that frost remains in the ground and trade naturally hangs back in consequence, although it is easily seen that a warm spell of a few days would make a great change in affairs. Even now Spring goods are in urgent demand and much dissatisfaction is felt at the slow deliveries made by the factories. Already the sales in this line have been unusually heavy, so that if the weather settles soon the consumption promises to be unusually large. Prices are almost uneventful, as there are but few changes and these are more in the direction of equalization than a decided change either way, and prices made during the last few weeks are well maintained. Col-

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lections are regrettably slow. The farming trade especially has had great difficulty in collecting money during this long and severe Winter and it is scarcely a cause for wonder that remittances should be delayed. For this and many reasons we are strongly inclined just now to be sun worshippers, and believe that as soon as the sun once more sends his warming beams upon the earth, not only will trade improve but we shall all feel more like attending to business.

Biddle Hardware Co.

THE PITTSBURG TRADE.

Cold weather, continued until the date of writing, April 16th, has held back the sale of seasonable goods to some extent, yet we are pleased to report an increase in sales for the first half of April over the corresponding time of 1903. When warm weather sets in, as it may at any day now, there will be a rush for goods that will make jobbers work overtime. The improved condition in the mill district continues, orders come in freely and prices are held firmly at the recent small advances. The coal and coke trade is also improving since settlement of the wages scale with the prospect of steady work throughout the year. If the crops give an average yield this year we see no reason why 1904 may not prove a profitable one in all lines of business.

Logan-Gregg Hardware Co.

THE CLEVELAND TRADE.

One of the hindrances to business is lack of cars to move goods. The policy of the railroads to postpone purchases effects the steel trade and will, if continued, seriously affect business through lack of transportation. It is inadequate now and there will not likely be less demand, but more. The fact that transportation facilities were at one time in advance of needs may encourage a conservative spirit, but it certainly seems now to be a wrong policy. As the railroad management is in the hands of able men, they are very likely to change their policy soon. In the meantime, there is little overproduction in finished goods and many of the manufacturers are behind shipment on orders entered in January, and in many cases are prevented from shipping by lack of cars. As the season advances, there are many more advances than declines in price. March trade has made good by shipments of orders taken earlier; April trade is not as brisk as last year and the Summer months are likely to be the poorest of the season, as the promise for the last half is excellent, unless poor crops and labor troubles interfere. The election is likely to create less apprehension than usual, as the result is not so uncertain.

The Lockwood-Taylor Hardware Co.

THE CINCINNATI TRADE.

Unseasonable weather is still resisting the continuance of favorable trade conditions. Sales in general average up to last year, but would have far surpassed previous records had the weather been at all favorable. Sales being made now are all for immediate consumption caused by the late Spring and high waters. The jobbers report a fairly good outlook with chances of greatly improved prospects, as soon as the weather permits the farmer to broaden his work. The planting of potatoes and transferring garden truck from lot beds to field is a month late, although some farmers took chances of frost with the result that plants will have to be replaced on many farms. The Ray Co., 143 West 5th Street, have added Sporting Goods to their line of Phonographs, making quite a display of baseball goods. The Crawford-Roll-Brendamour Company has made an addition to the regular Sporting Goods line in the manufacture of baseball uniforms for the Cincinnati League Baseball team, as well as for the Oakley, Ohio, team. Arthur E. Jones, who for a number of years manufactured Babbitt and Type Metals and Solder; Harry L. Anstead, who was in the Supply business, and George H. Cunningham, formerly in the Rubber Goods trade, have organized The Cincinnati Mill & Mine Supply Co., with headquarters at 227 West 5th Street, having four floors and basement to be filled with belting, packing, pulleys, rope, chains, valves, pipe fittings, Babbitt metal, type metal, solder, rubber hose, etc. Mr. Jones is president; Mr. Anstead, vice-president and manager, and Mr. Cunningham, secretary.

Craig Mine Corundum



CORUNDUM is the best abrasive obtainable. It cuts clean, fast and cold. Not until three years ago when Craig Mine Corundum was placed on the market, could corundum be obtained in quantity. We can now supply any quantity of uniformly pure and carefully sized corundum, and enquiries and orders will receive prompt and careful attention.

Send for our Booklet.

THE
CANADA CORUNDUM
COMPANY, Limited.
TORONTO, CANADA.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, AROADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

THE COLUMBUS TRADE.

Trade has been as erratic as the weather; a bright day or two brings a very noticeable increase in orders. There has not been very much encouragement for dealers to buy freely, as the weather has been very discouraging. Rain, snow, sleet and continual cold is not what we need in April. On account of heavy rains farmers have done but little plowing. Oats should have been sown before this, but we doubt if there has been any sown yet: and the ground is not ready. It is not wise to kick before we are hurt, but it is human nature. The wheat crop is improving, and more promising than it was a few weeks ago, but the trouble is the acreage is small this year; the estimated crop is about 67 per cent. The building outlook in our city was never better, and there is no cloud visible in the way of labor troubles, which is certainly satisfactory all around. The price of binder twine has been fixed at 10¼ cents for Sisal and Standard, in less than car lots. This is about the price that was expected. Prices are pretty firm and advances are frequent; this is certainly an indication of confidence for the year. Axe and hatchet manufacturers (the Combine) are not satisfied with letting well enough alone, but it won't last long; mourners never would stand being crowded too hard and it will be so in this case. There has been one egg laid all ready and the hen will no doubt be on soon; and if she does not "Hatch it" before the end of the year we miss our guess.

The Smith Bros. Hardware Co.,
J. H. Smith.

THE ST. PAUL TRADE.

Terribly cold and disagreeable weather was the rule during all of March, but in spite of that, our sales were very satisfactory. With the advent of Spring and nice weather, business is picking up so that the volume of trade is exceedingly gratifying. The advances in prices made in Nails, Wire, Bolts, etc., has resulted in a feeling that prices are not going to pieces, for which we, as well as the retailer, are duly thankful. Before we can expect a large trade, we must get nearer to the crop, which is not, as yet, planted. Our crop of last Fall was not as good as usual, some sections being either drowned out by too much water or dried up by lack of it. Then, the Winter weather has been so severe that cattle were killed to a more or less extent, both in North Dakota and Montana—still we know that generally the farmer is prospering.

When thinking along the line of what is in store for us, and for our section, during the next three months, we feel that the promise is a fair amount of business and at reasonable prices. We are glad of a firm market. Our trade, too, are satisfied with it. Business is opening up rather late, but at last it looks as though Spring was arriving. On prices we have nothing new. Everything will, without doubt, continue on the present basis until next Fall.

Hackett, Walther, Gates Hardware Co.

THE GRAPHITE INDUSTRY.

The sales for the first quarter of the year show a decrease from those of the same period of 1903. While this decrease is not alarming, it shows the result of the effect of the severity of the Winter, labor agitations and an unrestfulness in business circles. Yet we are comfortably busy, and in a position to fill orders with more promptness than last year. Believing that "In times of peace, 'tis well to prepare for war," we have commenced excavations for a new five-story building, which will be equipped entirely for the brass and rubber department of the pencil works. The mails contain more than the average number of inquiries for prices and descriptive catalogues in all lines, which would indicate that customers are holding off, and that possibly we may yet have to hustle to supply demands. Collections are fairly prompt, some few of the smaller accounts requiring prodding.

Joseph Dixon Crucible Co.

A LITTLE ARTICLE THAT HAS BECOME INDISPENSABLE.

At the end of most of the logs cut in this country are measurement marks made with Dixon's Lumber Pencils. Dixon's were the first pencils made for this special purpose and when they came upon the market many years ago they filled a real want among the lumber people for a good marking pencil. In black alone six varieties are made suitable for green or dry lumber and the preference of the user for a square or hexagonal crayon. Some are paper covered and some are japanned to protect them from wet. These black crayons, like the Dixon pencil leads are all of the finest selected American graphite. Seven bright colors are also made, brown, yellow, terra cotta, red, green, blue and white. The pigments are the very finest obtainable, in most cases imported from the best European color makers, and the colors are particularly vivid and permanent. These crayons are thoroughly waterproof and the marks are unusually brilliant and strong and not easily rubbed off. If there are any who are not familiar with these crayons or who are interested in general purpose or special purpose pencils or crayons, the Joseph Dixon Crucible Co., Jersey City, N. J., will gladly supply full information and send their catalogues and samples.

WHY SOME ARE POOR.

Their ideas are larger than their purses.
They think the world owes them a living.
They do not keep account of their expenditures.
They are easy dupes of schemers and promoters.
They reverse the maxim—"Duty before pleasure."
They have too many and too expensive amusements.
They have risked a competence in trying to get rich quickly
They allow friends to impose upon their good nature and generosity.
They try to do what others expect of them, not what they can afford.
They do not think it worth while to put contracts or agreements in writing.
They prefer to incur debt rather than to do work which they consider beneath them.—Dr. Marsden in *Success*.

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STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

FAIR FACTS.

Some Brief Pointers for Visitors Who Will Be Short of Time and Want to See the Best Part.

Opens April 30th, closes Dec. 1st.
Exposition costs $50,000,000.
Special buildings for sculpture.
Mining Gulch—12 acres in extent.
Six acres in roses of many kinds.
Sunken gardens, 750 feet long.
Electricity building, cost $399,940.
Machinery building, 265 feet tall.
Idaho Silver Nugget—weight ten tons.
For athletic events, $150,000.
Quadrennial Olympic games.
Anthropology building, cost $115,000.
Machinery building, cost $496,597.
Manufacturers' building, cost $719,399.
Live stock, 37 acres; $250,000 in prizes.
Art pottery works in operation.
Rainbow gardens, and the Cascades.
Hank Monk's famous stage coach.
Any point reached by Intramural Railway.
Replica of walls of Ancient Manila.
Natural garden of wild flowers.
Festival Hall, dome 200 feet high.
Transportation building, cost $696,000.
Replica of Queen Anne's Orangery.
The Pike, 1 mile: costs over $5,000,000.
Fifty Foreign Countries exhibit.
Old St. Louis—100 years ago.
Inside Inn, capacity 6,000 guests.
U. S. map in growing crops, 5 acres.
Mines building, 9 acres, cost $498,000.
U. S. Government building, cost $450,000.
Replica of Grand Trianon by France.
Thomas Jefferson's home reproduced.
Liberty Bell in Pennsylvania building.
In Transportation building, 4 miles tracks.
Temple of Fraternity, 200 by 300 feet.
Emergency Hospital, perfectly equipped.
Rustic house over old springs.
The Creation, a Pike illusion.
Charlottenburg Castle, Germany's building.
Gondolas and Electric Launches.
Model Farm, exhibited by U. S. Government.
Many historic structures reproduced.
Indian exhibit: covers 40 acres.
Concerts by John Philip Sousa's band.
Grenadier band from London.
Indian Band of 50 pieces.
Mexican Copper Mine reproduced.
Louisiana Purchase monument, 100 feet high.
Daily paper issued from '43ers' camp.
Indian Giants from Patagonia.
Locomotive tests throughout season.
Grounds cover 1240 acres.
Forty-four States participate.
Typical '49 mining camp.
Queen Victoria's Jubilee presents.
"King Cotton" statue 50 feet high.
Louisiana history told in flowers.
Education building, cost $319,999.
Power equal to 40,000 horses.
Turbine engine of 8,000 horse-power.
United States Fisheries building, 133 feet square.
Philippine exhibits, cost $1,000,000.
Horticulture building, cost $228,000.
Liberal Arts building, cost $475,000.
Conservatory, 200 feet square.
Vulcan statue, coal, coke, iron, 50 feet high.
Decorative sculpture, cost $500,000.
Many International Congresses.
Airship tournaments; $200,000 in prizes.
Floral clock, dial 100 feet across.
Melon day, 500,000 melons served free.
The Cabildo, Louisiana's State building.
Varied Industries building, cost $604,000.
Wireless telegraph station in operation.
Art Palaces, cost $1,040,000; 135 galleries.
Roadways, 35 miles; asphalt and gravel.
Model schools for blind and deaf.
Ice plant—300 tons daily.
Andrew Jackson's Hermitage reproduced.
Robert Burns' Old Home reproduced.
Forestry building, cost $171,000.
Three Artificial Cascades, largest ever.
Agricultural building, covers 23 acres.
Working display of U. S. big guns.
Full sized model U. S. War Ship.
Largest organ, 145 stops, 10,000 pipes.
Gen. Grant's log cabin home reproduced.
Jerusalem, many historic spots shown.
Germany vs. America in forestry exhibit.
Galveston Flood, realistic effects.
Lagoons, nearly 2 miles long.
Brazilian Building, cost $150,000.
Model Creamery, in Agricultural Building.
Statue of John Stewart in butter.
Geronimo and Chief Joseph at Fair.
La Garde Republicaine band from Paris.
Mexican National band.
Placer Gold Mine in Mining Gulch.
Tree 800 years old from Carolina.
Southwest Pass Lighthouse in Liberal Arts building.
Pygmies from Darkest Africa.
Giant locomotive at full speed.
Automobile speeding contests.

COLLECTIVE NAMES.

Old English Terms For Groups of Persons and Animals.

In a book on British sports, written in the eighteenth century, Joseph Strutt gives the old English terms for groups of various beasts as follows: "When beasts went together in companies there was said to be a pride of lions, a lepe of leopards, a herd of harts, of bucks and of all sorts of deer; a bevy of roes, a sloth of boars, a sownder of wild swine, a drift of tame swine, a route of wolves, a harras of horses, a rag of colts, a stud of mares, a pace of asses, a baren of mules, a team of oxen, a drove of kine, a flock of sheep, a tribe of goats, a skulk of foxes, a cete of badgers, a richness of martins, a fesynes of ferrets, a huske or a down of hares, a nest of rabbits, a clowder of cats and a kyndall of young cats, a shrewdness of apes and a labor of moles."

Similar terms were applied to gatherings of human beings. Strutt gives them as follows: "A state of princes, a skulk of thieves, an observance of hermits, a lying of pardoners, a subtiltie of sergeants, an untruth of sompners, a multiplying of husbands, a safeguard of porters, a stalk of foresters, a blast of hunters, a draft of butlers, a temperance of cooks, a melody of harpers, a poverty of pipers, a drunkenship of cobblers, a disguising of taylors, a wandering of tinkers, a malpertness of pedlars, a fighting of beggars, a rayful—that is, a netful—of knaves, a blush of boys, a bevy of ladies, a nonpatience of wives, a gagle of women, a gagle of geese."

In the old days the word "leash" was applied to three greyhounds, while two were "a brace." On the other hand, two spaniels or harriers were called "a couple." A number of hounds went under the term of "a mute of hounds," while it was correct to speak of "a kennel of raches, a little of whelps and a cowardice of curs."

THE LARGEST SCREW DRIVER IN THE WORLD.

Undoubtedly the most powerful as well as the largest screw drivers in the world have recently been delivered in the vicinity of New York. The Pennsylvania railroad in planning for its double tube under the North River has decided that it needed them and the engineering department, working with the construction department, has provided them.

The carpenter in using the ordinary screw drivers exerts a power of about 30 pounds. The new screw driver will have a power of 200,000 pounds, equal to that exerted by 6,666 carpenters. They will drive the great piles which must be sunk under the tunnel—they will, in fact, be the piles themselves. Inasmuch as about 1,000,000,000 pounds of metal will be used in the tubes, a faint idea of what the piles will have over them can be formed.

The screw driver piles are cylinders two and one-quarter feet in diameter, made of cast iron one and one-quarter inches thick. They will be located every 15 feet centrally, so that both tubes will be re-enforced. They will be made in length short enough to be handled in the tunnel, the successive lengths being belted on as the pile sinks. The screw driver, or screw point so-called, is at the end of the pile and is so constructed that it will have one turn to 21 inches and a diameter of four and three-fourths feet.



SIGNAL MAIL BOX CO.
104 Benton St. Joliet, Illinois.

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GET IN LINE---SELL

ARMY AND NAVY

LIQUID GLUE

A 20TH CENTURY LIQUID GLUE

Increase Your Sales **Increase Your Profits**

The Best and Strongest Glue that Money, Experience and Brains has produced. **NOT A FISH GLUE.** A Pure Animal Glue. The only Animal Glue in Liquid Form made.

THIS GLUE will not Sour, Mold, get Brittle, Brash or Crumble.

STANDS MORE HEAT AND COLD. SMOOTH AS OIL. MORE EASILY APPLIED THAN OTHER GLUES. ALWAYS READY FOR USE.

Does More Work



Does Better Work

All size Cans—no Screw tops, Friction tops—easy to open and close. Every drop can be used.

YOU WANT THE BEST GLUE. WE MAKE IT.

Let us quote you prices. Can we send you trial order?

WACHTER MFG. COMPANY, BALTIMORE, MD.

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OUR BRITISH LETTER.

(*From our Special Correspondent*).

London, April 12, 1904.

A PLEASING INCIDENT.

In my last letter I referred to the meeting of the I. F. A., at Bournemouth, which was held a few weeks ago. The Central Board of the I. F. A. spent an active time not only in deliberations and fraternal meetings with the local ironmongers' association at Bournemouth, but in happy social functions at Poole, the adjoining ancient borough. Mr. Bacon, J. P., who may almost be called "The Grand Old Man" of associations in this country, is the 631st mayor of Poole this year, and in the generosity of his heart he invited a large gathering of fellow Hardwaremen from different parts of the kingdom including, of course, the Central Board of the I. F. A., to a grand banquet held in the ancient Guildhall. He was supported by Alderman Woodrowe, the 642d mayor of Salisbury (formerly known as Old Sarum, the remains of which consist of the earthworks of the old British hill camp on which Old Sarum was built, which camp itself had been a walled city for a thousand years previously), and other celebrities. A pleasing surprise awaited Walter J. Bacon, for the I. F. A. Board and a few friends had arranged to commemorate the festive occasion by presenting the veteran with a silver tea and coffee service, tray, etc. Such incidents are small in themselves, but they work wonders toward promoting association work. They smooth off rough corners, and cause a broader spirit of charity towards one another, making "life worth living" and promoting good will among brothers in the trade, and especially among those whose business relations sometimes make them competitors.

TRADE PROSPECTS IN GREAT BRITAIN.

The trade in Hardware in Great Britain has not yet received the impetus generally expected in Spring. Indeed, the cold and boisterous weather is not conducive to good business, and does not encourage retail traders to "launch out." As a matter of fact, commercial travellers complain that they experience great difficulty in securing orders, and especially so in opening up new accounts. Manufacturers of cutlery and tools in Sheffield are loud in their complaints of bad trade at home, although they admit they are doing well abroad. The gun trade is good, and consequently there is a demand for steel of the highest qualities. Trade in garden furniture and horticultural appliances is not what it should be at this season, although there are now some enquiries moving, and ironmongers are more inclined to place orders.

The prospects of retailers are of variable character and fluctuate according to the weather and local trade. In Lancashire and the cotton trade districts retail business is bad, orders are few and money is scarce. On the other hand, the reports from some of the English county towns are encouraging, and in many country places, despite the superabundance of rain in the early Spring, agricultural operations are fairly forward, and retail ironmongers are doing well.

Business in Scotland is said to be good, and the wholesale merchants of Glasgow are actively engaged in supplying the wants of their clients—some of the wholesale Hardwaremen covering a wide ground, not only for the sale of building materials and heavy ironmongery, but visiting villages, where they plant large quantities of ironmongery to be again retailed to customers.

WHAT BRITISH IRONMONGERS ARE SELLING.

It may be interesting to American retailers of Hardware to know what British ironmongers are selling at the present time. The recent Easter holidays gave some impetus to the trade in holiday appointments, travelling baskets and shinshu hampers, which cheap and effective receptacles are very popular just now. A considerable quantity of builders' ironmongery is selling and chimney pieces, and kitchen grates, as well as complete hearth suites, are being bought by builders who are finishing off houses and in large towns, flats and residential mansions. During the last few months there has been considerable enquiry for electrical appliances, and ironmongers are now stocking electrical domestic accessories very freely, these include electric irons and cooking utensils, together with electrical heating appliances, also pocket lamps and self-lighters. There is always an extra demand for china and earthenware during the Spring months—though why this should be so it is difficult to say. If the present prospects of a few weeks of fine weather are realized much business will be done in the sale of garden furniture and horticultural appliances, which latter will include watering pots, hose pipes, garden reels, wheelbarrows, etc.; and as the Summer advances British ironmongers will be busy selling tents, outdoor garden furniture and folding chairs. An interesting furniture exhibition is just now being held, and ironmongers who have household furnishing departments will doubtless take the opportunity to lay in stocks of new goods, many of which will be seen during the next few weeks in their shop windows. Many of the beautiful art productions, chromos and reproductions of well-known pictures, such as those sold by Hildesheimer & Co., are handled by ironmongers, who find an increasing sale for such goods in their furniture departments. Portable wood and iron buildings are being used freely in country districts, as well as in towns for temporary use, such buildings are very convenient and are selling well. Furnishing ironmongers, in addition to pushing the sale of trunks, leather bags and other travelling appointments, are making good shows of japanned goods, including baths, lavatory basins and portable washstands. Perambulators and mail carts are seasonable, and there is an active demand for go-carts and carrying chairs of American patterns. Among the sundry novelties which have found their way recently into the stocks of British irnmongers phonographs and talking machines are by no means the least important.

FORTHCOMING EVENTS.

Among the prominent events which British Hardwaremen are now looking forward to, the May conference of the I. F. A. is undoubtedly of paramount importance. A good programme has been prepared, and it is expected that a large gathering of English ironmongers will take place. The conference meets at the Grand Hotel, Birmingham, May 4, 5 and 6. A banquet will be held, at which the Lord Mayor of Birmingham will preside. Business connected with the trade will be considered, and members who attend the conference will have many facilities for visiting the important works of the districts, as well as enjoying many social functions and fraternal gatherings. There are in addition many minor matters and events which ironmongers look forward to with interest. The May meeting of the Iron & Steel Institute will be held on May 5 and 6 at Westminster. The Bessemer Gold Medal has been awarded this year to R. A. Hadfield, of Sheffield, and will be presented on May 5. Mr. Carnegie will preside at the annual dinner, which will be held at the Hotel Cecil, London. I understand there are nearly 150 applicants for election to membership. The eighth annual Furniture Trades Exhibition and Market is now being held at the Royal Agricultural Hall, Islington. It gives promise of great success, and is attended daily by numerous visitors, among whom are many ironmongers—the ironmongery trade in this country is undoubtedly giving more attention than formerly to the sale of household furniture, and British ironmongers are keenly alive to the introduction of new goods, and keeping their stocks up to the mark as to style, finish and decoration.

ADVERTISEMENT REFORM.

I have several times referred to the advance made in British advertising—not only by manufacturers, but by retailers—during recent years. A glance at the pages of British trade journals of today, and afterwards another at some of those published in this country a decade or two ago, reveals in a marked manner what different presentations are now required in order to catch the attention of buyers. Those old-fash-

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LISK'S

Four Coated Enameled Steel Ware

Absolute Guarantee of Satisfaction.

New and Attractive Designs and Colors.

Unquestioned as to Purity and Durability.

SOLD TO THE RETAIL TRADE ONLY.

MANUFACTURED EXCLUSIVELY BY

THE LISK MANUFACTURING COMPANY, LIMITED

CANANDAIGUA, N. Y.

NEW YORK OFFICE AND SALES ROOMS

NOS. 32-38 FULTON STREET

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ioned firms who set out their advertisements in plain type, and run on line after line, describing their goods, or worse still, simply announce that they sell certain articles, are either gradually dropping out of existence or, if their position is assured, may just as well write off the amount spent as so much lost. Retail ironmongers, too, are fast rising to the necessities of the occasion, and are adopting more brilliant schemes of advertising. Catchy and pithy phrases are the order of the day; picture post cards and posters in striking characters of an artistic type, and short but bright presentment of the subject matter, are being introduced. Here and there some more enterprising man breaks through the environment which fences in even these modern types of advertising. Music does not often appeal to the Hardware trade, but occasionally Hardwaremen break forth into song, and set their rhymes to music. One of the most striking examples of this kind of advertising has recently been conceived by the Kitlene Syndicate, Ltd., who sell a wonderful furniture renovator. In several recent issues of well-known Hardware trade journals this enterprising firm fill up half a page with a song set to music, one of the verses of which starts, "The Spring is coming, 'tis goodbye to all snow;" the other half of the page in good bold type, in prose, announces the fact that "So are the smart girls coming to buy Kitlene." This example will serve to show American Hardwaremen that there is still some originality in the old country. Catch phrases are good advertisers when they are properly applied, and driven home in the right way. In such methods of advertising the Hardware manufacturers of the States are adepts, and their ads. in English trade journals are leaders, fully appreciated by the retailers of Hardware in this country.

THE C. O. D. IS SAID TO BE COMING.

During the last few months much discussion has taken place in commercial circles in reference to the Cash on Delivery system which the Postmaster-General has intimated he is prepared to introduce into Great Britain should it appear to be in the interest of the public. Retail traders are generally agreed that as far as small towns and country districts are concerned the introduction of a postal system by which customers in isolated districts may order small consignments of goods from advertising firms and catalogue houses and pay for the goods on delivery will be prejudicial to their interest and materially affect their local sales. Since the Parcel Post was introduced into Great Britain there has been a great increase in the number of small packages sent from large towns by post, and the opportunities afforded by that system have materially increased direct trading, and allowed manufacturers to distribute large quanities of small and light articles by parcel post without employing the medium of retailers. Naturally a system which safeguards customers, and minimises to a large extent fraud will be popular among buyers and lead to a greater number of orders being sent direct to manufacturers and to large advertising firms, and thus rob retail traders of their profits. The opposition has been very strong and deputations from the Grocers' Associations as well as the I. F. A. have waited upon the Postmaster-General and laid their case before him. During the last few weeks other associations have taken the matter up, and the secretary of the National Association of Goldsmiths has recently obtained a letter from the Postmaster-General which establishes once for all the fact that the officials at St. Martins le Grand are strongly inclined to believe that such a system of cash on delivery will be in the interests of the general body of the British public, and largely benefit retail traders. The battle still rages and it will depend largely upon the arguments traders are able to bring forward whether the system will be put in force or not.

OPPORTUNITIES FOR DEALERS.

The Iowa dealer who sold 100 washing machines last year has given the implement dealers of the United States something to think about. A merciful man ought to be merciful to his wife as well as to his beasts, and there is no doubt that any farmer who would bend his aching back over a wash tub for a while would consider it an act of mercy to provide the family with a machine to relieve as much as possible of the drudgery of wash day. But washing machines are not the only neglected articles on which thousands of dealers might make a good profit. One of the leading manufacturers of garden implements was forced into the hands of the mail-order houses because the implement dealers of the country would not give this line of implements the attention that it deserves. A score of "side lines" might be named which are not pushed as they ought to be. It costs very little to handle these side lines, and the profit on them is practically a net addition to the annual showing of gain in the balance sheet. The fact that dealers generally neglect them is all the better for the man who is willing to push them, for it gives the progressive dealer a little corner of the business where he does not have to worry about competition.

We can scarcely realize how times have changed in this country in the past ten years. The dealer who tried to sell some side line eight or ten years ago, and got stuck, can often try it now and coin money on the very same article. Farmers have made more money in the last seven or eight years than ever before in the history of American agriculture. Ten years ago they had to hustle to pay for their plows and other "necessities." To-day, they have money to buy "luxuries" in the way of implements and machinery, and little things to make life easier or make their farms more productive. It was no harder work and no easier ten years ago to pitch hay by hand, but only the most fortunate farmers could afford then to fit up their barns with tracks, forks and carriers. They had to worry along with the old pump, even if it did kick like a mule, and patch up everything else that prayers or repairs would hold together. "Mother" had to worry along with the old hoe and dismiss childish hopes of implements to lighten her toil in the garden, and a new woven-wire fence around the garden or the house was a dream of wild extravagance. But seven years of fat times have enabled millions of farmers to enjoy the economy and profit as well as the comfort of many of these things, and the dealer who keeps his eyes open can make a nice addition to his bank account by selling things that were practically dead stock a few years ago. Times have changed and the implement dealer must change and broaden out with them, if he would make the most of his opportunities.—*Implement Age.*

Do you handle OHIO WATER TIGHT STEEL HODS?



We have created a demand for these goods that must be supplied, and you should be getting your share of this trade.

They are absolutely WATER TIGHT, the back end being folded like the corner of a dripping pan. No slitting or piecing.

They are light, yet strong and durable. We use a good iron paint, drab in color, which makes them very attractive and if placed where masons can see them, will sell themselves.

The adjustable malleable iron fork and socket, admits of the replacing of a broken handle or taking up shrinkage in a few moments.

Made exactly as represented in cut.

Write to-day for prices. Orders filled promptly.

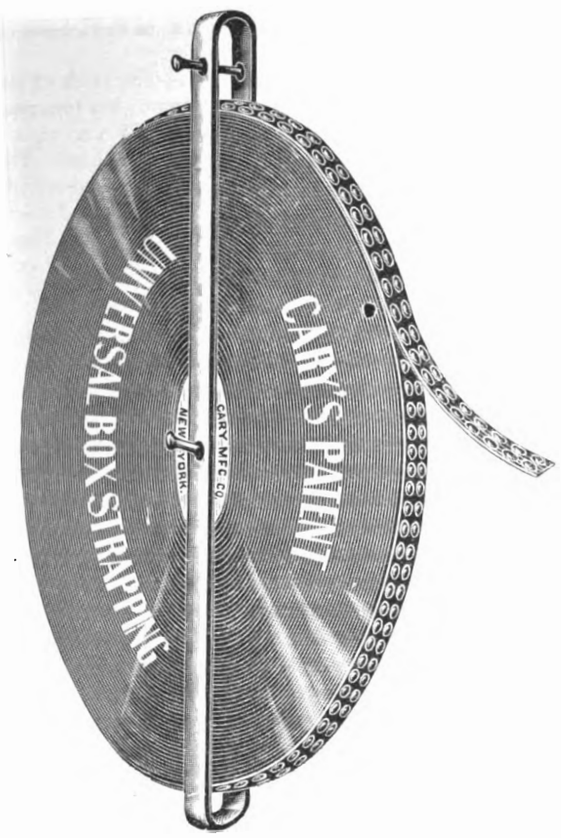
The GEAUGA MANUFACTURING CO.

Painesville, Ohio.

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Notice to the Trade:

¶ Judge Ray of the United States Circuit Court has just rendered a decision, on final hearing, confirming previous decision of Judge Thomas, and concurring with that of Judge Lacombe, declaring that the BOX STRAP REELS, similar to cut illustrated herewith (made by the De Haven Mfg. Co. and other parties), are an infringement of our PATENT, and that Patterson Bros., prominent hardware dealers of New York City, are liable for all profits and damages arising from their selling such goods, and are also liable for costs of said proceedings.



The Court has also declared that all claims of our Patent are valid.

Respectfully,

CARY MFG. CO.,

S. C. CARY, Prest.

P. S.—The above suit was brought as a test case to establish the fact, beyond controversy, that DEALERS and USERS are liable for handling infringing goods as well as the manufacturer.

Our goods are superior in quality, and prices are reasonable. We guarantee full weight and measure.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Bangor, Me.—Messrs. McCurdy and Goehegan have opened a new Hardware store.

Boise City, Idaho.—J. K. Loree and his son, Findlay N., will open a Hardware store in the Wood Building about the first of May under the firm name of Loree & Son.

Croghan, N. Y.—Frank M. Zehr has opened a new Hardware store in the Gerner Block.

Dunkirk, N. Y.—S. R .Cole has opened a Hardware store at 39 East Third Street. He also conducts a bicycle repair shop in the rear of the store.

Elmira, N. Y.—The Ferguson-Carr Hardware Co. has been incorporated. Capital stock, $8,000. The stockholders and directors of the company are: William H. Ferguson, Collison E. Ferguson and Farlin B. Carr. They will immediately open a store on West Water Street.

Medina, N. Y.—A new firm composed of John Chase and Carl H. Breed has opened a Hardware store in the Rice Building on Main Street.

New York, N. Y.—J. C. McCarty & Co. (Hardware) has been incorporated; capital, $50,000. Directors: J. C. McCarty, G. B. McCarty, and E. W. McCarty, Brooklyn.

Oakland, Cal.—The Robert Dalziel Company has been incorporated for the purpose of carrying on a general plumbing and Hardware business. The directors are: Robert Dalziel, Jr., Alexander Dalziel and Everett J. Brown, of Oakland, and John Hodge and William Chalmers, of San Francisco. The capital stock is $5,000. The new company is to handle the business at present conducted by Dalziel & Moller, in Oakland, while Mr. Moller will assume charge of the San Francisco wholesale store which is managed under the firm name of the Dalziel, Moller Company.

Passaic, N. J.—The Forsythe Hardware Co. has been incorporated with a capital stock of $7,000 to conduct a general Hardware business.

Philadelphia, Pa.—The Messinger Hardware Company has been incorporated. Capital stock, $10,000.

Scammon, Kan.—Mackie Anderson Hardware & Furniture Company has been incorporated. Capital stock, $6,000.

Trenton, Ill.—The Leonard, Brefeld & Sauter Hardware Co. is a new concern, capitalized at $10,000.

Wilkesbarre, Pa.—Elmer Williams has opened a Hardware and tin shop on Jackson Avenue.

Changes.

Allentown, Pa.—The Hardware department of the Martin Graver store, at Catasauqua, has been transferred to F. Hersh & Sons, and placed in charge of Harry H. Aubrey.

Ann Arbor, Mich.—J. W. Gale & Son, of Detroit, have purchased the Hardware stock of the late H. T. LeFurge.

Anniston, Ala.—L. T. Smith and son, Ray Smith, have purchased of E. E. Cheatham the business of the Dixie Hardware Company and will conduct it in the future.

Clinton, Mass.—The Hardware and lumber business formerly conducted by W. A. Fuller & Co. is to be divided. The Hardware end will hereafter be run under the name of the Gavin Hardware Co. the company to include W. A. Fuller, of this town, and W. T. Gavin, of Leominster.

Fort Worth, Texas.—J. B. Burnside has just purchased the business on Houston Street from the William Henry & R. E. Bell Hardware Company, and will conduct the same under the name of J. B. Burnside. He is still interested in the William Henry & R. E. Bell Hardware Company on Main Street, and the business relations between the two houses will be conducted on a basis that will be entirely mutual. The business on Main Street will be under the management of R. E. Bell, who has been actively associated with the firm since the consolidation of William Henry & Co. and the R. E. Bell Hardware Co. in September, 1902.

Hartford, Conn.—Leon M. Case has secured an interest in the Hardware business of Stedman & Co.

Jackson Center, Pa.—Joseph S. Laughlin has bought the Hardware, tin and stove store formerly owned by Willis B. Taylor.

Knoxville, Tenn.—R. Z. Roberts has purchased the stock of Hardware owned by Adams Bros. & Co., which firm has been located for several years in the Braine property on Depot Avenue. The stock of Hardware has been removed to Asylum Avenue.

Little Valley, N. Y.—A. J. Pratt, a former resident of this place, has purchased the Hardware store owned by E. E. Parsons and will take possession about May 1st.

Mansfield, Ohio.—John Drake, a prominent citizen of Zanesville, O., has purchased the W. F. White stock of Hardware.

Oakland, Me.—The firm formerly known as "Marshall Brothers," dealers in heavy and light Hardware, has been dissolved by mutual consent and will be known hereafter as D. M. Marshall & Co.

Oshkosh, Wis.—Uttormark Brothers have sold their Hardware business to Mr. Frederick, of Almond.

Oxford, N. Y.—The Oxford Hardware Co., composed of Messrs. Hopkins, Boname and Meade, has dissolved. Messrs. Meade and Hopkins retired, their interests being purchased by Mr. Boname and George R. Stratton, who are continuing the business under the same name, the Oxford Hardware Co.

Roscoe, N. Y.—David T. Curry has become a partner in the Hardware business of Charles Breiner.

Sandyhill, N. Y.—S. V. & J. C. Morton, of Middlebury, Vt., have purchased the stock and good will of S. E. Scott in the Hardware business.

Spencerport, N. Y.—The stock of the Brown Hardware Company has been purchased by B. C. Mathes & Co., of Albion, furniture dealers, for $1,660. The local company will continue the business.

Troy, Ohio.—I. N. Woodcox, formerly of Dayton, who purchased the Hardware store of D. R. Burr & Co., of Piqua, has formed a partnership with W. B. Taylor, of Jackson Center.

Walla Walla, Wash.—The Drumheller Hardware Co. has purchased the business of the J. L. Elam Hardware & Agricultural Implement Co.

Waterloo, Ill.—John B. Schmidt succeeds J. L. Jobusch in the Hardware and tin business.

Changes.

Binghamton, N. Y.—C. A. Brown has entered the firm of James H. Carver & Son, which hereafter will be styled "J. H. Carver, Son & Co." The firm has just removed to the building at 122-124 Washington Street, where they will occupy the double store and three floors above. The new store is being stocked with an extensive line of furniture, stoves and housefurnishings, and when the work is completed the firm will have a handsome and attractive store.

Birmingham, Ala.—The Birmingham Stove and Hardware Company is erecting a warehouse on Second Avenue between Sixteenth and Seventeenth Streets whose floor space will make it one of the largest in the State. The building will be of brick, one story, and will occupy a lot 100 by 140 feet. There will be 22,000 square feet of floor space, with 27,000 square feet of shelf space. The warehouse occupies the site of the old building which was recently burned. It will be equipped and ready for occuyancy by April 15.

Caledonia, N. Y.—R. V. Greenough has purchased Robert J. Fraser's interests in the Sedgwick Hardware Company.

Stafford Springs, Mass.—Chapman & Brown have sold their stock of Hardware to Harvey Chapman & Co., who will dispose of the stock by a special sale during April.

Wilmington, Del.—D. C. Wood has purchased the stock of Hardware owned by the late W. J. Slack, and is now in charge of the business.

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Perfect Typewriting Cannot be Secured Without These Two Essential Features.

THE HAMMOND TYPEWRITER

Uniform Impression
Perfect Alignment.

--Don't embarrass
--The other
--Fellow by asking
--Him if he is
--Able to furnish
--This . . . .

The
Hammond Typewriter Co.
Factory and General Offices
69th to 70th Streets and
East River
New York, N. Y.

THE HAMMOND TYPEWRITER

Savage Rifles

The Savage Plan

We have built up our business by maintaining prices that give to the dealer a legitimate profit on every Savage rifle he sells.

Model 1903 .22 Caliber Repeater



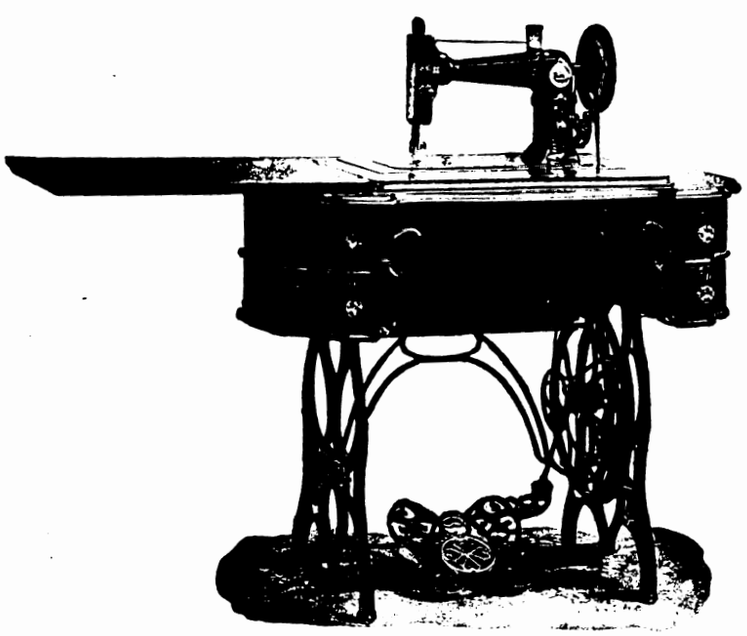
Everywhere pleases discriminating sportsmen. Take advantage of the demand our extensive advertising campaign will create and carry in stock the best selling high grade rifles in the market.

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Pacific Coast Agents.

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EVERYBODY KNOWS IT AND RESPECTS IT

Send for Quotations to "The Eldredge," Belvidere, Ills.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Brooklyn, N. Y.—P. R. Almond Manufacturing Company has been incorporated (tools and machinery). Capital, $65,000, and directors: T. R. Almond, of Brooklyn, and J. L. Suydam and O. V. Schrenck, of New York city.

Butte, Mont.—Henderson Brothers Co. has been incorporated. The company will engage in the general Hardware and manufacturing business with a capital stock of $25,000.

Chicago, Ill.—National Tool Company has been incorporated; capital, $10,000; manufacturing tools and machinery; incorporators: Clarence A. Moore, R. A. Allen, A. E. Park.

Chicago, Ill.—The Jarvie Shop has been incorporated; $5,000; manufacture and deal in interior Hardware and decorations and publishing; Robert R. Jarvie, L. M. Souders and George Ingersoll, incorporators.

Chicago, Ill.—Western Co-operative Supply Company has been incorporated; capital, $2,500; manufacturing Hardware implements and specialties; incorporators: William D. Fay, Simon Steiner, Thomas M. Herringshaw.

Jamestown, N. Y.—William Hjorth & Co. have purchased the plant of the Empire Plating Works, and will manufacture wrenches, pliers, etc., while their new factory is in course of construction. The new factory is to be a brick structure, 45x110 feet, two stories in height, located on Crescent Street. It will be devoted to the manufacture of wrenches and other Hardware specialties, and the machinery will be of modern pattern. Building operations will be commenced this Spring.

Langston, Okla.—The Perfection Wire, Tool & Novelty Company has been incorporated. Capital stock, $5,000. Incorporators: Charles Stoolfire, W. J. Jackson and A. J. Alston.

Nashville, Tenn.—The Nashville Screen and Swing Mfg. Co. is a new establishment for manufacturing screen doors, window screens and lawn swings in wholesale quantities. A sawmill will be a part of the enterprise. They have erected three buildings on the corner of First and Oldham Streets. Two of the buildings are one-story frames, and the third is a very much larger two-story building. Operations will commence at once. L. O. Tibbs is the principal owner of the enterprise. He has associated with him D. R. Hunnicutt, A. P. McMurtree and P. W. Tibbs. A sawmill will be operated in connection with the Nashville establishment.

New York, N. Y.—Alford Window Lift and Safety Lock Company has been incorporated; capital, $100,000; directors: C. J. Basil, J. W. G. Alford and G. W. Beckel, of New York.

New York, N. Y.—The Headson Tool and Manufacturing Company has been incorporated in Indiana. Herman Pottlitzer, of Lafayette, is the Indiana agent. Capital stock, $50,000.

Seattle, Wash.—The Rainier Mfg. Co. is a new concern organized to manufacture screens.

St. Louis, Mo.—The Colonial Scale Co. has been incorporated. Capital stock, $25,000. Incorporators: Robert M. Mays, Frank L. Roop and T. W. Fryhofer.

St. Louis, Mo.—The St. Louis Mfg. & Model Perfecting Co. is a new concern, capitalized at $50,000, for the manufacture of Hardware specialties and novelties.

Syracuse, N. Y.—Amenoco Novelty Co. has been incorporated. Objects, manufacture Hardware specialties; capital, $20,000. Incorporators: T. W. Dixson, E. C. Britcher, Syracuse; H. D. Coville, Central Bridge.

Toledo, Ohio.—The Toledo Handle Company has been incorporated. Capital stock, $25,000. Incorporators: W. R. Bennis, I. L. McAfee, H. J. Leary, W. W. Campbell, A. T. Christmann and B. F. Wagoner.

Changes.

Anderson, Ind.—The Neely Knife and Saw Works will move from Greenfield, Ohio, to this city.

Detroit, Mich.—The Detroit Screw Co., which absorbed the Pearson Manufacturing Co., of Chicago, about four months ago, has decided to move its recently acquired property to Detroit and make this city the headquarters. W. B. Pearson is the president of the company.

Hamilton, Ont.—The Frost Wire Fence Company will move from Welland to Hamilton.

New Haven, Conn.—The W. & E. T. Fitch Co. has purchased the factory and property at 155-163 East Street, which has a frontage of 80 feet on East Street and a depth of 190 feet.

Pittsburgh, Pa.—The rebuilding of the nail mill at the Rankin plant of the American Steel and Wire Company, which was destroyed by fire recently, has been started and will be rushed to completion. The men rendered idle by the fire have been given employment at the company's mills at Donora and other places until the Rankin mill is completed.

Pt. Clinton, Ohio.—The United States Hardware Company will erect a new plant here. The buildings will cover eight acres of ground.

Ravenna, Ohio.—A. C. Williams has purchased the Hardware specialty manufacturing business of the Sheehan Mfg. Co., Salem, Ohio, including all machinery, patterns, patents and good will, and is dismantling the factory at Salem and moving the business to Ravenna.

Rochester, N. Y.—The Rochester Non-Rust Tinware Company has increased its capital stock from $25,000 to $100,000.

West Winsted, Conn.—Plans have been drawn for an additional story to the main factory building of the Empire Knife Company. The structure will be of brick, 18 by 120 feet, and will be used as a cutlers' room.

Miscellaneous.

Detroit, Mich.—On March 26th the Simonetta File Co. gave an informal reception to the stockholders and friends at its factory, 192-196 High Street West. An opportunity was given to inspect the plant and meet Vincenzo Simonetta, head of the file manufacturing industry of Italy, who made a special trip from Turin to be present at the starting of the factory.

Shelton, Conn.—The factory of the Derby Silver Plate and Cutlery Company was almost totally destroyed on March 31st by a fire of unknown origin. The loss was $60,000; the total valuation of the property being $70,000. The plant will be rebuilt.

Terryville, Conn.—At a meeting of the shareholders of the Eagle Lock Company, held on March 31st, A. E. Hart, of Hartford, was elected a director to fill the vacancy caused by the death of M. C. Ogden.

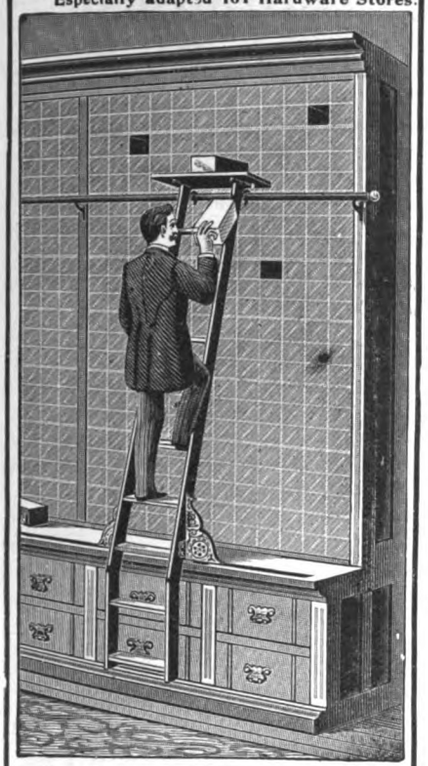
Troy, N. Y.—The Troy File Company, on April 1st, elected Joseph A. Leggett, A. D. Banker, and Henry White directors. The officers chosen were: President and secretary, A. D. Banker; vice-president, Henry White; treasurer, Joseph A. Leggett.

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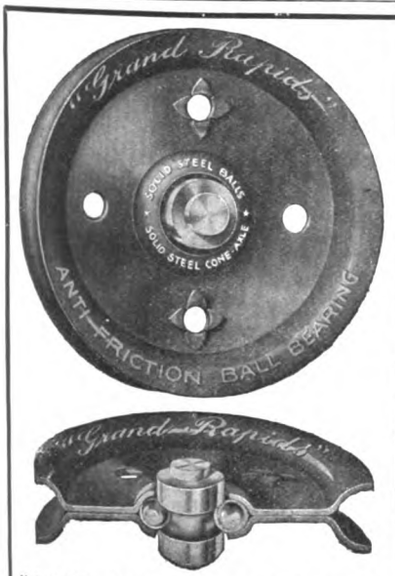
Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated and safest store ladder made. Highest Award World's Fair. Write us. THE BICYCLE STEP LADDER CO., 65 Randolph St., Chicago, Ill.

TRADE NOTE

Springfield, Mass.—Tennant Auto-Tire Co. has opened a general Eastern office at 1900 Broadway, corner Sixty-third Street, New York city, where a complete stock of Tennant puncture-proof automobile tires will be carried. M. A. Cornell & Co. have been appointed agents.



"GRAND RAPIDS" BALL-BEARING

All Steel Sash Pulleys are the only steel sash pulleys made with solid steel balls running on a turned steel axle.

Every dealer should write for free sample and prices. We are the largest makers of sash pulleys in the world. The "GRAND RAPIDS" are the largest sellers. Get the genuine.

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Savona Design (Italian Renaissance) Sargent's Artistic Hardware.

Educate your customers—those who are erecting homes and other buildings in your neighborhood—to the use of better hardware. A fine house should be fitted with fine hardware; cheap goods are out of place in an elegant dwelling.

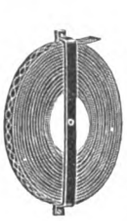
It will give you a larger profit and your customers will be better satisfied if they trim their buildings with

Sargent's Artistic Hardware and Easy Spring Locks

than if substitute goods said to be "as good" are used.

We have a complete line of Locks suitable for all classes of work and a variety of Designs to harmonize with all schools of architecture.

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BLACK SILK STEEL RANGE GLOSS

For Grates, Fenders, Stove Pipes, Registers, Hods, Sinks, Oil and Gas Stoves. Will stand any degree of cold and is not affected by heat; most brilliant and lasting enamel for iron ever made.

WHITE SILK METAL POLISH

For Cleaning and Polishing Brass, Copper, Zinc, Tin, Nickel and Silver, Harness Trimmings, etc.

These goods are NOT sold to Mail Order Houses or Department Stores. Trade of Hardware Jobbers and Retailers solicited.

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Four Leaf Clover--Symbol of Good Luck

The Hardware Dealer who handles our famous

4-LEAF CLOVER CREAM SEPARATOR

will be "in clover" because he will find that it is destined to be one of the greatest sellers ever offered, and on every one he sells he will MAKE A LEGITIMATE PROFIT.

In the 4-Leaf Clover Separator the water cannot get into the milk. The milk is surrounded by cold water in such a manner as to cool it almost instantly owing to the large water space UNDER as well as AROUND the milk. By simply unscrewing the faucet the inner can is quickly and easily removed. No tainting of the milk by rubber gaskets; in winter no water required as the cold air circulating through the water space accomplishes the result. There is a cold air chamber with ventilator over the entire can. There is an improved milk faucet—instantly locked. Made of very best material all through, thoroughly tested and nicely decorated. And our discount—that's interesting. Send for our catalogue—TO-DAY. The 4-Leaf is well advertised in farm papers.

PLYMOUTH MANUFACTURING CO.

(Dept. 4)

PLYMOUTH, OHIO

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Boston, Mass.—The American Smokeless Powder Company has been incorporated. Capital stock, $100,000. Incorporators: Murray Ballow, Edward B. Drake and M. Howell Garfield.

Boston, Mass.—Hercules Tire Company has been incorporated; capital, $100,000; president, Charles F. Palmer; treasurer, Sarah A. Barry.

Brewer, Me.—The Brewer Bicycle Co. has opened their store at 65 North Main Street. A Beaupre, the manager, intends to carry a fine line of bicycles and do all kinds of repairing in the best possible manner.

Bridgeport, Conn.—A new organization, the Bridgeport Athletic Mfg. Company, has just been formed for the manufacture of the line of golf and tennis goods until recently made by the Bridgeport Gun Implement Company, besides a general line of athletic and sporting goods. Victor M. Delano is president of the new company, and Henry C. Jenkins, brother of George W. Jenkins of the B. G. I. Company, is secretary and treasurer. The company has offices at 311 Broadway, New York city. The Bridgeport Athletic Mfg. Company has an authorized capital of half a million of dollars. Contrary to expectations, the company will not locate in Bridgeport. Recently the company purchased from the Bridgeport Gun Implement Company, its machinery, stock and good will of the golf and tennis goods department. The B. G. I. Company, because of a press of business in its legitimate line, abandoned the manufacture of athletic goods entirely. However, the trade mark B. G. I. will be used by the new company because of the reputation which that line of goods has secured from devotees of golf and tennis.

Chillicothe, Ohio.—Will Shaffer has opened a bicycle repair shop at the corner of Court and Water Streets.

Hopkinton, Mass.—Andrew Fyrberg Arms Co. has been incorporated. Firearms; capital, $125,000. Promoters: Andrew Fyrberg, Richard W. Sears, Albert H. Loeb, N. J. A. Fyrberg, F. A. Stephani.

Kingston, N. Y.—James Austin has opened a bicycle repair shop on Broadway, near the corner of Downs Street.

Lansing, Mich.—Frank Sedley has opened a new bicycle store on Turner Street.

Newport, R. I.—Newport is to have a gun industry, that of the Whitney Safety Firearms Company, which is taking possession of part of the old Aquidneck mill. The line of firearms to be manufactured consists of shotguns, rifles and revolvers. The company was incorporated in Providence, Feb. 3, 1904. All the officers and directors are business and professional men of Newport. Dr. Rufus E. Darrah, president of the Board of Health, is president of the new Whitney corporation; Sigmund Weiss is vice-president; Norman Whitney, a son of the inventor, is treasurer, and Allan Woodruff, who has been advertising and selling firearms for the past 10 or 12 years and who has been connected with the Whitney inventions for the past four years, is secretary. The directors, other than the officers, are: Joseph Haire, Clarence A. Hammett and Henry B. Whitney, another son of the inventor, who worked with his father for several years and who is superintendent of the new company.

New York, N. Y.—The Fisk Rubber Co. has opened a downtown branch in New York City at 158 Chambers Street, where a full stock of tires will be kept on hand. The headquarters of E. A. Hoffman, the local manager for the company, is at 51 West Sixty-third Street.

New York, N. Y.—The Pennsylvania Rubber Co. has been incorporated with $5,000 capital. F. A. Wilcox, Jeannette, Pa.; Jesse Froehlich, New York, and F. P. Hayes, Brooklyn, are the directors.

Peekville, Pa.—B. E. Fagan has opened up a bicycle repair shop on Main Street.

Providence, R. I.—The Suddard Motor Cycle Company has been incorporated. Capital stock, $50,000. The incorporators are: William A. Suddard, Wm. W. Nichols, and Dexter B. Potter, of Providence, and John E. Thomson, of Central Falls. They are to engage in the business of manufacturing and selling motor bicycles and motors for automobiles and yachts and power for stationary use.

Sandwich, Mass.—Benj. A. Cook has opened a repair shop in the Donovan Block.

Sharon, Conn.—Wm. J. Hotaling has opened a new bicycle store.

Swanton, Vt.—The manufacture of powder has been begun at the new plant by the Robinhood Powder Co.

Turners Falls, Mass.—George A. Gove has opened a bicycle shop in the Rist Building.

Changes.

Charleston, S. C.—Palmetto Novelty Co., bicycle and automobile dealers, at 194 King Street, have been succeeded by Bissonette Bros., who have moved the business to 317 King Street.

Des Moines, Iowa.—W. E. Tapley has sold his interest in the Tapley-Anthony Bicycle Company, 630 East Grand Avenue, to E. P. Anthony.

Falmouth, Mass.—Crocker Cycle Company will reopen store.

Fargo, N. D.—The Fargo Hardware Co. have again increased. They are better prepared than ever to do all kinds of bicycle and automobile repairing.

Goshen, Ind.—The Goshen Rubber Works has increased its capital stock from $100,000 to $200,000.

Grand Rapids, Mich.—The R. O. Brown business has been purchased by the Michigan Automobile Co. R. O. Brown will manage the department for the new owners.

Hartford, Conn.—Charles L. Way, for several years with the Way Hardware Company, has left that company and will be associated with George M. Brown, of this city, in an automobile agency located in Boston.

Lima, Ohio.—F. W. Mullenhour has taken O. L. DeWeese into partnership and the business will hereafter be known as Mullenhour & DeWeese.

Nazareth, Pa.—William Friebely has sold his bicycle business to Lewis Wunderly, of Easton, who has already taken possession.

New Haven, Conn.—The American Cartridge Co., of Hartford, has sold its machinery to the Marlin Fire Arms Co., of this city. The Marlin Co., by acquiring the Hartford Company, will soon be in a position to begin the manufacture of cartridges. The amount of machinery, which is a specially patented design, is quite large. All of it will be moved to this city, and its removal here means the adding of another industry to this city. The Marlin Company has been making rifles and has not been in the cartridge manufacturing business.

New York, N. Y.—Wm. Wooster, who has been in the jobbing business uptown for the past eight years, has moved to 10 Barclay Street, near Broadway, where he will carry a large stock of bicycles and automobile supplies.

Oklahoma City, Okla.—The Oklahoma Cycle Co. will remove to 222 West Main Street.

Salem, Mass.—John J. Kelleher has reopened a store at 201 Washington Street.

Salem, Mass.—R. H. Robson has rented a store under Mechanic hall and has opened it as a salesroom for his regular bicycle business, which he has conducted for years on Boston Street.

South River, N. J.—William Roth has moved his bicycles and tools from his former place of business on Ferry Street, to his new building on Main Street, where the business will be continued under the name of Roth & Farr.

Syracuse, N. Y.—The H. H. Franklin Mfg. Co. has increased its capital stock from $250,000 to $300,000.

Tiverton, R. I.—Benjamin Davenport has opened his bicycle store at Stone Bridge for the season.

Washington, D. C.—The Central Automobile Co. has removed its garage from Summer Court to 1126 Connecticut Avenue.

Watertown, Wis.—Crossby Bros. have been succeeded by the Watertown Cycle & Auto. Co.

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THE NEW

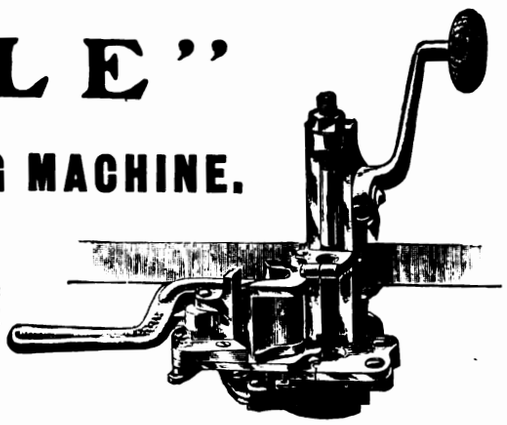
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HAND POWER BOTTLE CORKING MACHINE.

The only machine of its kind fit to be handled as shelf goods.
Suitable for **all corks** up to 2 inches long.
For corking all sizes and styles of bottles.

Perfect Pre-Compression of Cork allowing to cork top-full bottles, **without slightest** danger of breakage. **Automatic Bottle Grip** constructed to tightly grasp, hold and centre **any size and shape of bottle. Total weight of complete machine only 7 lbs. and UNIFORM RETAIL SELLING PRICE $7.50 EACH.**

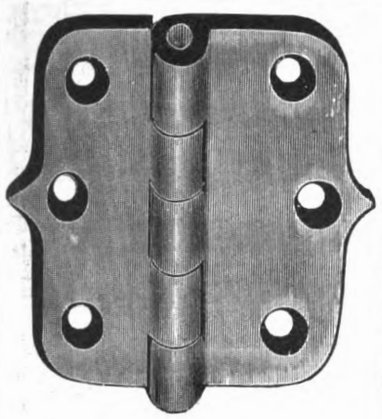


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11 BROADWAY, N. Y.



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Western Brass Mfg. Co.
63-65 South Canal St., Chicago, Ill.

PUT IT WHERE IT'S GET-AT-ABLE.

Customers are attracted by the handsome show card on which these Punches are displayed and the accurate make and beautiful finish of this little necessity sells them on sight.

Retail Price, 25c.

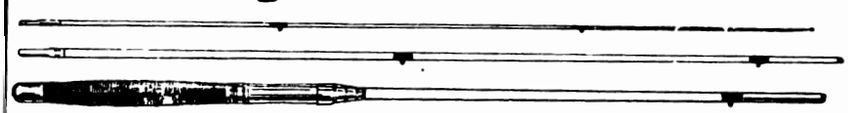


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A convenient Punch to carry on the key chain for marking Books, Cards, Tags, Poultry, etc. Sample by mail to trade on request.

MATT REDLINGER, - FREEPORT, ILL.

Fishing Rods and Tackle



Not only do we manufacture a complete line of Fishing Rods, but also are prepared to quote very low prices on all Tackle. Catalogue free.

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Our Catalogue is "Our Drummer."

It lists the largest line of general merchandise in the world, and is of special interest to hardware dealers. Its prices cannot be duplicated by any other house. It is free to any hardware merchant. Ask for catalogue CC461. : : : : :

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WINTERTON METAL POLISH

FOUR GRADES.

One for Old Brass,
One for Hot Brass,
One for Bright Iron.
Also Liquid Polish.

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PITTSBURG, PA.

Screen Doors

Window Screens, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.

THE A. J. PHILLIPS CO.
FENTON, MICH.

"PERFECT"



OILER.

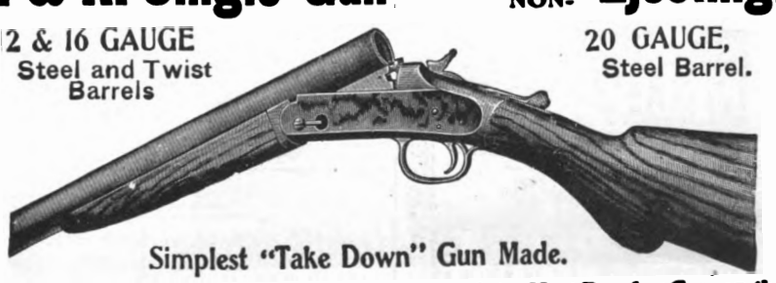
For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. DOES NOT LEAK. The "PERFECT" is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled. Price, 25c. each.

CUSHMAN & DENISON Mfrs. 240-2 W. 23d St., N. Y.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. WORCESTER, MASS.

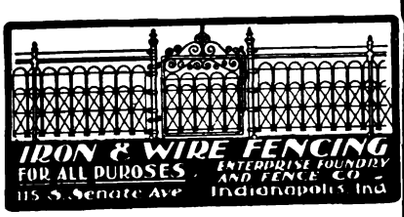
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Desires to represent for export Manufacturers of Household and Hardware Specialties, Cutlery etc. Builders and Contractors supplies. First-class references given.

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Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Wanted.

WANTED—Situation in Hardware store 10 years' experience in good country retail store. At present employed; unmarried. Wages moderate if good and chance to advance. C. H., care of HARDWARE, 309 Broadway, N. Y.

WANTED TO BUY—Hardware store, $2,500 to $5,000; vicinity of New York, Connecticut, New Jersey or Pennsylvania; or will rent store for Hardware. C. H. H., care of HARDWARE.

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309 Broadway, New York

FOR SALE

8,000 Acres of fine Coal Lands in Tennessee. A Bargain.

Address J. M. GRAY, Jr.
Nashville, Tenn.

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

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all of them, are strictly hand forged, carefully tempered and fully guaranteed against flaws.



They have made a record in the past for quality, durability and saleability; they enjoy the same distinction to-day. No tool is allowed to leave the factory unless absolutely perfect.

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BRIDGEPORT CHAIN Co.

BRIDGEPORT, CT.

COFFEE MILLS

THE "PARKER"

The Chas. Parker Co.

MERIDEN, CT.

CUTLERY

"NATIONAL"

NATIONAL CUTLERY Co.

PHILADELPHIA

CUTLERY

TRADE UN*X*LD MARK.

POCKET KNIVES

NORTHFIELD KNIFE CO.
Northfield, Ct.

FLY KILLERS



"BICELOW" "AULTLESS WIRE FLY KILLER

Worcester, Mass.

GLASS CUTTERS

"STANDARD"

W. L. BARRETT

BRISTOL, CT.

HACK SAWS

"UNIVERSAL"

West Haven Mfg. Co.

WEST HAVEN, CT.

HAMMOCKS

"ARAWANA"

I. E. PALMER

MIDDLETOWN, CT.

HARDWARE

RE Co

RUSSELL & ERWIN MFG. CO.

NEW BRITAIN, CT.

HOISTS

BAILEY PORTABLE HOISTS

JAMES P. DUNN, Mfr.
CLEVELAND, O.

HOLLOW WARE



"LAVA" AND "VOLCANIC" Enameled Cooking Utensils.

THE CLEVELAND STAMPING & TOOL CO.

CLEVELAND, O.

"COLUMBIAN"
"DRESDEN"
"AMETHYST"

COLUMBIAN ENAMELING & STAMPING CO.

TERRE HAUTE, IND.

METAL TRADE ROME MARK WARE

ROME MFG. CO.

ROME, N. Y

JACKS

"SEARLS"

AUTOMOBILE and CARRIAGE JACKS

JERSEY BRAKE CO., Inc.

NEWARK, N. J.

PIPE CUTTERS

TRADE B MARK

BARNES TOOL CO.

NEW HAVEN, CT.

REFRIGERATORS

BALDWIN DRY AIR REFRIGERATOR

BALDWIN DRY AIR Refrigerators

Cat. No. 46

BALDWIN Refrigerator Co.

246 Lake St. Burlington Vt.

"WHITE MOUNTAIN"

Maine Mfg. Co.

NASHUA, N. H.

SASH PULLEYS

"NORRIS"

SASH PULLEYS

TRADE MARK REGISTERED

FRANK B. SLOAN & CO.

BALTIMORE, MD.

SCREW PLATES

Little Giant.

SCREW PLATES

Taps and Dies — Bolt or Pipe

Wells Brothers Company

GREENFIELD, MASS.

SPRING HINGES

TRADE CSB CO MARK

CHICAGO SPRING BUTT CO.

CHICAGO

STORE FIXTURES

"RIVERSIDE"

CABINETS and SHELVING

H. O. AMUNDSON

ALEXANDRIA, MINN.

STOVES



EXCELSIOR STOVE & MFG. CO.

QUINCY, ILL.

STOVE POLISH

"ROYAL WORCESTER"

ROYAL WORCESTER POLISH CO.

WORCESTER, MASS.

WASHING MACHINES



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GET OUR PRICES BEFORE ORDERING



WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

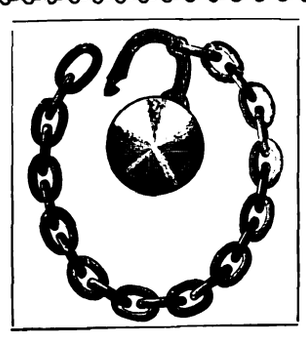
The twist in the corrugation checks the sudden fall or ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE **American Steel Roofing Co.**

Middletown, O.



AMES SWORD CO.,

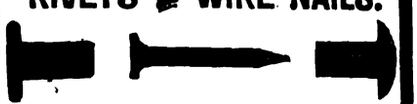
CHICOPEE, MASS.

MANUFACTURERS OF

Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. *Send for Catalogue.*

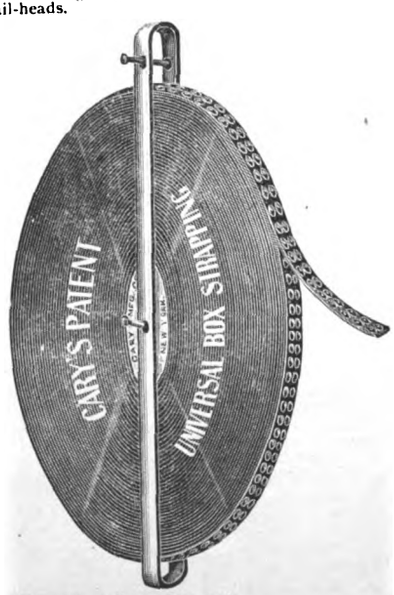
RIVETS and WIRE NAILS.



O. O. & E. P. TOWNSEND,
New Brighton, Penn.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,

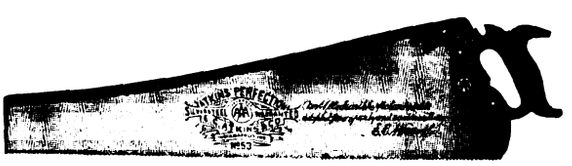
19 & 21 Roosevelt Street, New York.

Cable Address: CARLEIO

BUILD UP YOUR SAW TRADE.

You can easily do it if you handle **Atkins High Grade Silver Steel Hand Saws.** Their superiority and fine cutting qualities have firmly established an enviable reputation among carpenters and users of hand and small saws. First class mechanics prefer them for fine work above all others.

ATKINS ALWAYS AHEAD!



Atkins High Grade Silver Steel Hand Saws excel in Material, Temper, Workmanship, Design and Finish. Nothing overlooked in manufacture that adds quality to the saw.

E. C. ATKINS & CO., Inc.,

Branch Houses:
New York City, 64 Reade Street.
Chicago, Ill.
Memphis, Tenn. Atlanta, Ga.
Minneapolis, Minn.
Portland, Ore.
Seattle, Wash.
Toronto, Ont., 30 Front St., East.

Factories and Home Offices,

INDIANAPOLIS,

Ind.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5 50.....10&5%
32 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal, Rim, $2 75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1 90
B. B. Caps, Round Ball.....$1 49
Coast Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
first quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge.....30%
Climax, Union League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B $5 lb bag.....$1.50
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 25 lb bag.....2.25

GUN WADS—₩ 1000—

E. E., 11 up.....$ .60
E. E., 9 & 10.....70
E. E., 8.....80
E. E., 7.....80
P. E., 11 up.....1.00
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger.. $1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tool Co.: ₩ doz.
Hawkeye.....$3.25
Western.....3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net.....$2 00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1 00
Kohler's: ₩ gro.
Invisible, No. 3.....Net. $5.00
Perfect, No. 2.....Net. 7 20
Belt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8¾c
Eagle Anvils, ₩ lb, net.....7¼@8c
Peter Wright's.....10½c
Trenton.....9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits.....
Car "....."
Machine Bits.....
} 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 33...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....60&5&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $25.....50&10%
Ives' Model, ₩ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$2.75@3.00
German Pattern, net.....$1 00@2 25
Mayhew's Diamond ₩ doz. $1.25. 40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10 @60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....?0%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....88c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch ₩ doz.....$1.00
Stanley Rule & Level Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ₩ doz. $7.50; No. 20, ₩ dos. $10.....60%
Brad Sets:
No 48, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....50%
Millers Falls Adj. Tool Holders: Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9.25

HATCHETS—

Hunt's Underhill's or Blood's...40&10%
Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓%
Boys Axes.....33⅓&5%
D. Simmons & Co.:
Broad
Shingling and Claw
Lath, Hunters', etc.
Picks and Mattocks.....50%
} 50&5%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " .....25 "
10 " firkins (6 in case)....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " .....9 00 "
200 " ¼ bbls.....
375 400 lb " .....
} .08½lb

Balances—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....50%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....25@30%
Tinned, each, $10.50.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@33⅓&10
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40&45%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....7%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths'.....70@70&10
Hand.....20&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched... 45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12 50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	10c
Manila	11c
Pure Manila	11½c
	12½c

Bit Holders—

Angular.....45%
Extension:
Barber's, ₩ doz. $15.00.....45@50%
Ives' ₩ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, ₩ doz. $3.00.....33⅓%
Excelsior ₩ doz. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity ₩ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Harts' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves. 60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@10%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....50@50&10%
Wrought Shutter, Standard list. 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list. 50@60&10%
Wr't Sunk Flush, Stanley's list. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10@60%
Wrought Spring, Sargent's...70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Pl in Nuts.....75&5%
Machine, Plain Nuts....75&5@75&10%
Carriage, Common.....70&10@75%
Phila., Eagle, list May 24, '99.....80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Pertchester, Norway.....80%
Phila.....80%

STOVE AND FLUE—

Flue.....60%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		.8 &10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		.40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary Mfg. Co's, in case lots:
"Universal,"....30&10&10&10
Standard Metal Strap Co's:
Eclipse....20&10&10&5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 100@114½....50&10%
No. 208½@314½....50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's....50&10@60%

Brackets—
Brackets, Griffins Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases....80&10%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets—
Millers Falls Co....33⅓& 10

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....₩ doz net $5.00
Bemis & Call's....65%

Bright Wire Goods—
Standard. List, June 24,1903. 90@90&10%

Bull Rings—
Humason, Beckley & Co.'s....80%
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Yoster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks. 33⅓@40%
L. & I. J. White....35%
Plumbe....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....35%
Humason & Beckley's....40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts—
BRASS—
Wrought Brass, list Sept. '96. 30@30&10%
CAST IRON—
Loose Joint....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin....70@70&10%
Mayer's Hinges....70@70&10%
Parliament Butts....70@70&10%
Fast Joint, Broad....50@50&10%
Fast Joint, Narrow....50@50&10%
WROUGHT STEEL—
Table and Back Flaps....75% Narrow and Broad....75% Inside Blind....75&10% Loose Pin....75% Loose Pin, Ball and Steeple Tip....66⅔% Japanned, Ball Tip Butts....70&10% Bronzed Wrt. Nar. and In-side Blind Butts....55&10% } Extra 10% to 10&10
Calipers—
Bemis & Call:
Double....65%
Inside and Outside....65%

Can Openers—
American....₩ gross, $1.75@$2.00
Goodell's Acme....₩ gross, 6.00
Hopper's....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $3.00@2.25
Phoenix....4 %
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel.. ₩ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50....75&10%
Universal, ₩ dos., $2.00....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Plate....60@60&5%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....40%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and Halter Chains:
"American"....40@45&5%
"Niagara"....45@50&5%
"Eureka"....45@50&5%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3.60
¾	3.55
⅞	3.50
1	3.40

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co. Halter Chain....
Covert Mfg. Co., Heel Chain....
Covert Mfg. Co., Rein Chain....
Covert Mfg. Co., Stallion Chain.. } 40%
Galvanized Pump Chain....41½@43¾c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron...60&10@60, &10&10%
Jack Chain, Brass..60&10@60. &10& 0%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains: New List....60@60&10%
Bridgeport Trace chains....65%
Stake " 65%
Heel " 30%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....40&5%
Sisal....20%

Chain Guards—
Aluminum S. & N. Co....50

Carpet Stretchers—
Montross' "Excelsior,"...₩ dos., $6.00....30%
Bullard's....33⅓%
Cast Iron Steel Points....₩ doz....80c
Socket....₩ doz., $1.75@$2.10

Carpet Sweepers— ₩ dos.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned....20 00
Marion Queen, Roller Bearing Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel....32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel....36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned....33 00
Perpetual, Regular Bearings, Nickel....20 00
Perpetual, Regular Bearings....18.00
NOTE—Discount of 50c por dozen on three dosen lots. Discount of $1 per dozen on five dosen lots.

Cherry Stoners—
Enterprise....25@30%
Goodell's Family....net ₩ dos. $5.00

Chisel and File Handles
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes....70%
L. & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to £
C. E. Jennings & Co....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels....30&10%
Tanged Gouges....40&10%
Tanged Firmers'....40%&10%
Tanged Gouges....40%
L. & I. J. White,....25&5%
COLD CHISELS—
Good quality, ₩ lb....15@18c
Snell's Best C. S....50&10%
Cronk's....50%

Cleaners, Sidewalk— ₩ doz
Challenge Shank....$3.25
Star Shank....4.00
Star Socket....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago....Each 8.75 15%
1902 Chicago....Each 10.75 15%
Twentieth Century....20%

Coffee Mills—
Box and Side....60%
Enterprise Mfg. Co....25@30
Lane Bro's Co....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....20@20&5%
L. & I. J. White....20@20&5%
Sandusky Tool Co....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co....33⅓%
Humason & Beckley Mfg. Co..50&10%
Samson....₩ dos $10.00

Corn Hooks— ₩ doz
Kretsinger Cut-Easy....$3.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.50

Countersinks—
Mayhew's Diamond....40@45%
Smith's....25%
Snell's....40%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....35%
Dixons: ₩ gro.
Eclipse....7 in.$3.75 9 in.$4.25
Emerald....5.00
Oriole....5.00
Rainbow....3.12
Solid....7.50
Tailors, Black $5.62. Red & Blue $9.00

Curry Combs—
Kohler's....40%
The Metal Stamping Co. Ideal,..30&10%
Perfect....40%
Rubber, ₩ dos. $7.50....30&10%
Southington Cutlery Co.'s....35&10%

Cutlery—
Fosters, Pocket....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)....40&10%
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....50&10%
Leather....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's....35%@40%
Columbia....50&10%
Eclipse....50&10@60%
Home....50&10
Ogden's....35%@40%
Pullman's Screen....₩ dos. net $4.50

Door Holders—
Empire....50%

Door Springs—
Gem (Coil), list Oct. '95....20%
Perfect....65&10&10
Pullman, Coil....20%
Star (Coil), list Oct. '95....20%
Torrey's Rod, 39 in. ₩ doz., net...$1.25
" " 48 in. " " " 3 50
Victor, Coil....50&10&10%

Drain Cleaners—
Iwan's Adjustable....35%
Iwan's Stationary....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list....75&10%
Sargent's List....60

Drawing Knives—
Adjustable Handle....35@35&10%
Bradley's....40&5%
Jennings & Griffin....65&2&10%
Watrous....10%&10%
L. & I. J. White....20&5@35%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....35@30%
Breast, Millers Falls, each $3.00.15&10%
Stearns' Bench....30%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10 00; Adjustable No. 10, $12.00....35%&5

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg. Co....30%
Enterprise Mfg. Co....25@30%

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Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ₩ lb.....10c
No. 54 to 150, ₩ lb.....10c } 20%
Flour, ₩ lb.....8c

Escutcheons—

Wood.....35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz.

"Challenge".....$3.00
Pepes.....3.00
Wilkinson's.....$3.00 net
Westerholm's.....$3.25

Faucets—

Brass Globe Cocks.....65@65&10%
Brass Racking.....65@65&10%
Compression Bibbs.....65@65&10%
Compression Bibbs with Sange. 65&10%
Lever Handle Bibbs, Gr. Ky.
Rgh.....65&10@70%
Fin.....65@65&10%
Frary's Iron Petroleum.....60@60&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lanes.....$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American.....75&5%
Arcade.....75&5%
J. Barton Smith.....75&5%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75%
Great Western.....75&5%
Kearney & Foot.....75&5%
Mc Clellan.....75&5%
Nicholson.....70&10%
Nicholson's X. F. Files.....30@30&10%
Royal.....80@60&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Filters—

Acorn.....50%
Pulper's Natural Stone ..$8.50@$18.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ dos. $78.00
Level Winding Steel Pivot Reel ₩ dos. $56.00
Auto Even Spooler.....₩ doz. 30.00
Gun Cleaner.....₩ dos. 4.20
Lightening Fish Scaler..₩ dos. 3.00
Fish Hook Shield.....₩ dos. 3.00

Fish Scalers—

Jewett's Saddlery Works:
Great American.....60&20%

Forks—

Geneva:
Two-Tine Hay and Boy ...50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines.....50&10&5%
Four-Tine Hay.....60⅔%
Long Three Tine, Grain, &c...65%
Long Four Tine Header, &c.....65%
Alfalfa, Deep Dish Header.....65%
Three-Tine Baler.....65%
Four Tine Baler.....65%
Barley and Grain.....60&20%
Champion Hay.....66⅔%
Champion Manure.....60&15&2½%
Champion Header.....65%
Four-Tine Manure.....60&15&2½%
Five and Six Tine Manure 65⅔&2½%
Spading Forks.....70&2½%
Potato Digging.....60&10%
Baling Press.....60&12½%
Stable and Fish.....50&10&5%

HEAVY FORKS—

Vegetable Scoop
Sugar Beet
Barn
Sluice
Cotton Seed
Coal and Coke
Stone
Tanners'
Shaving
Oyster } 40&10%

Fruit, Wine and Jelly Presses.

Enterprise.....30@25%

Fry Pans—

Standard List.....70&10

No.	0	1	2	3	4
₩ dos.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ dos.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking, Mortise, etc.. 50&10@50&10&10%
Stanley's.....20@30&10&10%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morse's.....25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots—

Enameled.....40%
Tinned.....35%

Graters—

Enterprise.....25@60%

Graphite, Lubricating.

Dixon's Pure Flake
632— 1 lb. cans.....20 cts. ea.
633— 5 " screw top tin cans, 85 cts. ea.
634— 10 " " " $1.60 "
644— 25 " boxes.....15 cts. lb.
645— 50 " " .....14¼ cts. lb
646-100 " kegs.....14 cts. lb.
647-350 " barrels.....12 cts. lb.

Grindstone Fixtures—

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters.....40&5%
Sisal Rope.....30%
Web Halters.....45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail.....50%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack.....₩ doz. net $2.50
Maydole's.....33⅓&5@40&10%
Sargent's New List.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....40&5%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb.....70&2½%
3 to 5 lb.....70&12½%
Over 5 lb.....
Wilkinson's Smiths.....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....30%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's.....₩ dos..$15.00

Handles—

WOOD—

Auger, assorted.....₩ gr. $2.75@3.00
Auger, large.....₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 8.....40%
Axe, Pick, etc.....50@5 &10
Bliss Mfg. Co.
Chisel
Brad Awl
File
Auger
Soldering Iron } 25@33⅓
Brad Awl.....₩ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted.....₩ gr. $1.12@1.25
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet.....50&10@60%
Hoe, Rake and Fork.....60@60&5%
"Simplicity" File Handles, ₩ gr. $.90@1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles ...60%

CROSS-CUT SAW HANDLES—

Atkins.....40%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door—

Old Pattern.....60&10%
New England.....66⅔@70%
Lane's Covered.....50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's:
Standard.....50&10&10&5
Special.....50&10&10&5
Track for same.....₩ 100 ft. net, $3.75
Cronk's:
Nos. 1, 1½, 2 & 3.....60&10%
Nos 11, 12.....70%
Nos. 21, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs.....60&10%
Myers' Stay-on.....50&10%
Wilcox's New Century.....50&10&10%

Hangers, Garment.

Pullman's.....₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard.....net, $3.35
Ball Bearing.....4.15
New Model.....3.85
New Champion.....2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B 448, 40 drawers, no partitions, run. ft, $3.60; net each.....$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each.....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54 28

OAK BASES—

No. 1700 open base with center shelf, run. ft., $1.85; net each.....15.40
No 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft., $3 75; net each.....22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft.. $2.71; net each.....22.57
No 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each.....25.84
No 1772 8 nail spaces and 6 assorted oak drawers above nail bins run. ft..$3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's.....50%
McKinney's "Perfect," $1 10 ₩ doz.50%
Wrought.....85&10@20%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track.....
Myers Unloader, Wood Track..$7.00
Comb. Car, Double Steel T.....7.00
Comb. Car, Wood Track.....7.00
Rev. Car, Double Steel Track ...7.00
Rev. Car Wood Track.....7.00
Myers Unloader, Cable.....7.00
Myers Unloader, Single Rail....7.00
Sure Grip Sling Car, Steel or Wood Track.....12.00
Double Rail Steel Track, complete with clamps.....₩ ft. .20
Single Rail Steel Track complete with clamps.....₩ ft. 20
D. H. Fork Steel Regular...each, 1.60
Nellis Fork.....each, 3.00
Double Grapple Fork.....each, 7.00
Sprout's Shear Fork, each.....$1.50
Walker Fork, each.....3.50
Common 6 in. Wood Sheave Pulley Fig. 483.....₩ dos. 3.20
Faultless Steel Frame K. P. Pulley, Fig. 485.....₩ dos. 4 00
Faultless Steel Frame 6 in Plain Pulley, Fig 485.....₩ doz 3.50
Malleable Frame K. P. Pulleys, Fig. 676.....₩ dos. 4.60
Reed Wood Frame Pulley with Hook, Fig. 434.....₩ dos. 4.00
Steel Frame Pulley with Iron Sheave Fig. 565, ₩ dos.....3 50
Floor Pulley, Wood Sheave, Fig. 486.....₩ dos. 4.20
Hanging Hooks for Double Steel Track.....₩ dos. 1.40
Hanging Hooks for Single Steel Track.....₩ dos. 1.40
Hanging Hooks for Wood Track, 10 in.....₩ dos. 1.00
Hanging Hooks for Wood Track, 16 in.....₩ dos. 1.80
Floor Hooks ¾ in.....₩ dos 1.40
Malleable Rafter Brackets, ₩ dos. .70
Wrought Rafter Brackets ₩ dos 70
Rope Hitch.....₩ dos. 3.20
Discount on above, 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point40&10%
Iwan's Hay, Sickle Edge, ₩ doz. net $9.50
Iwan's Hay, Imp. Serrated ₩ doz. net.....$10.00
Kohlers, Hay, Sickle edge per doz net$10
Auburn Straw.....40&10%
Weymouth, Pat.....65&5%
Wadsworth's.....40& 10%

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net.....$8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb, 3½c. / 14 to 20 in., ₩ lb, 3½c. / 22 to 36 in., ₩ lb, 3c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges	80&5%
Heavy Strap Hinges	80&20&10%
Light T Hinges	75&10&5%
Heavy T Hinges	75&5%
Extra Heavy T Hinges	80&20%
Hinge Hasps	70%
Corrugated Heavy Strap	80&20&10%
Corrugated Ex. Heavy T	80&20

Extra 10%@10&5

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges.....40%
Bardsley's Patent Checking.....15%
Chicago.....35%
Niles Manuf'g Co.....30%

GATE HINGES—

Clark's, Nos. 1, 2, 3.....50&10@60&10%
N. E., ₩ doz. $7.60.....60%
N. E., Reversible, ₩ doz. $5.60.....60%
N. Y. State, ₩ dos. $4.90.....60%
Western, ₩ dos. $4.20.....60%

BLIND HINGES—

Parker.....70&10%
Sargent's, Nos. 1, 2, 3, 5, 11, 12.....70&10%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ dos. sets.50&10%

Hitching Cords—

Covert Mfg. Co.....
" " 45%
Hitchers Stall.....35%

Hoes—

Columbian, Field and Washington Co.....
Meadow and Rhode Island.....70&10%
Ladies', Boys' and Toy.....7%
Onion, Turnip and Nursery..70&12½%
Street and Mortar.....66⅔&12½%
Blackland or Southern Meadow..70&10&10%
Geneva Planters'.....75&5%
Straight Shank Planters.....75&10%
Mississippi Planters'.....7 &10&7½%
Geneva Cotton.....75&10&7½%
Ladies' Cotton.....70&10&10%
Cotton Chopper.....75&7½%
Rough-and Ready Cotton.....75&12½%
Weeding Hoes.....75&10%
Turf Edgers.....66⅔&15%
.....50&15%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $2 50

WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%

BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%

CAST IRON—
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton.....₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%

WIRE—
Atlas Coat and Hat.....45%
Atlas, New List, Single cases.....70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50&10&5%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%
Wire Coat and Hat, Standard.....45%

MISCELLANEOUS—
Belt.....75&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....85%
Grass, Wadsworth's.....60%
Gronks Grass.....₩ doz. $3 00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—
Nos. 6 7 8 9 10
A. C. ...25c 23c 22c 21c 21c..40&5%
American, all sizes.....9½c net
Nos. 6 7 8 9 10
Anchor & New Haven ..23c 21c 20c 19c 18c.. 40%
Nos 6 7 8 9 10
Ausable.....26c 26c 25c 24c 23c 50&10%
C. B. K. ...25c 23c 22c 21c 21c 40%
Capewell.....19c 18c 17c 16c 16c..10&5%
Champlain...28c 26c 25c 24c 23c 40@40&10%
Clinton Fin 19c 17c 16c 15c 14c..80&10%
Essex.....28c 26c 25c 24c 23c 40&10@50%
Lyra, all sizes.....9½c net
Maud S. ....25c 23c 22c 21c 21c.....50%
Neponset, Nos. 5 to 10, ₩ lb.....12c
Northwestern 24c 23c 22c 21c 20c 25@25&5%
Putnam...23c 21c 20c 19c 18c..33⅓%
Vulcan...23c 21c 20c 19c 18c..25&10%
Western.....9½c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4 00
Steel, per keg.....3 75

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45@50%
Sisal.....20%

Hose, Rubber—
Boston Belting Co.:
"Boston"...50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ₩ doz. $6 00 25@30%
No. 34, ₩ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr. .....$1.25@1 50
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door.....Net, $2.00

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M, S, C., K., T.....70&10%
Style A. (all steel).....60&10%
Style F. Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:
No. 1. No. 2. No. 3.
₩ doz. $12.00 $15.00 $24.00....30%
Kobler's:
Daisy.....net, per dozen $7 50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co.....$85.00

Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20

Lead Pipe, Etc. ₩ lb
Bar Lead.....5¼@5¢
Block Tin Pipe.....40c
Lead Pipe, full lengths.....5to5¼
Lead Pipe, Tin Lined.....12c
Sheet Lead, full rolls.....6c

Lemon Squeezers.
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....30%
Hotchkiss, Straight Flush, ₩ doz. $9.00
Jennings' Star.....₩ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....
Porc. Lined, Wood.....₩ doz.
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's.....50@60&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....20&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00
No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50..90%
Wire Clothes, 100 feet, Nos. 18 to 20. 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co.....40%
R & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....40&10%

CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9 00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....20%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices

TRUNK—
Corbin's.....35&10%
Eagle.....35&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@35&50%
Lignumvitæ.....45@35&50%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....70%@70&10%

Meat Cutters—
American.....30%
Nos. 1 2 3 4 B 5
Each $5 $7 $10 $25 $50 $60
Dixon's.....₩ doz. 33⅓&5%
Nos.... 1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.... 5 10 12 20 22 32
Each..$2 $3 $2.75 $6 $4 50 $6
Little Giant.....33⅓@40
Nos... 305 310 312 320 322
$35 $48 $44 $72 $68
Woodruff's, ₩ doz.....30&10@40%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....₩ doz. $400.40%
Sargent's.....60@60&10%

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ₩ doz. $30.....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85&10@90%

PICTURE—
Niles' Patent.....$40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs.....₩ doz. net $7.50
Black Hawk, ₩ doz.....$9.00
Cyclops.....40&10%
Cronk's.....₩ doz net $12.00
Eclipse.....₩ doz. 00, 25&10&10%
Eureka, No. 74.....doz. net $3.50
Eureka, No. 75.....doz. net 5.00
Giant No. 1, ₩ doz. $18.00. No. 1½ $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz. $18.00, 30%
National.....₩ doz. 24.00, 40%
Pelican.....₩ doz. $9.00, 40@40&10%

Nail Sets
₩ gro.
Hunters' Cup Point, Knurled $10.00
Hunters' Cup Point, Plain... 9.00
Octagon.....4.00@4.75
Round, assorted.....3.00@3.25
Square.....4.00@4.25
Snell's:
Octagon.....₩ gr... $5 25
Corrugated.....6.75
Knurled.....6.75@7 50

Nippers—
Acme.....50%
Smith's Cutting.....30%
Todd's Cutting.....50%
Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..30%

Nuts—
Cold Punched:
Mfrs. or U. S. Standard. Off list
Square, Plain.....$5.10
Hexagon, Plain.....5.50
Square, C. T. & R.....5 50
Hexagon, C. T. & R.....6.00
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....6.00
Hexagon, Blank.....6 50
Square, Tapped.....8.00
Hexagon, Tapped.....6.50

Oilers—
Brass and Copper,.....80&10
Tin or Steel
Cushman & Denison's: ₩ doz.
Gem.....$ .80
Leader.....60
Perfect Oilers.....1.20
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel
Anti Rust.....7@70&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8c per lb.
" Small " ..10c " "
Queer Creek Axe....20c " "
} 40%

OIL STONES—
Pikes'
Lily White Washita....60c ₩ lb.
Rosy Red " ...60c " "
Extra " ...50c " "
No. 1 " ...40c " "
No. 2 " ...30c " "
Lily White " Round, Edge Slips.....90 " "
No. 1 Washita, Round Edge Slips.....70c " "
Washita Pen Knife Pieces 70c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long...$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.50 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.60 " "
} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones,..(20c ₩ lb
Chocolate " ..(50c " "
Regular Hindostan..... (8c " " } 40%
Small Hindostan.....(10c " "

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston' .....50&10&5%
Phoenix, Pure Sheet Red.....50&10%
Pure Packing "Excelsior"..... 50%
Extra..... 60%

MISCELLANEOUS— ₩ lb
American Packing..... 9c@10c
Cotton Packing..... 12c@14c
Italian Packing.....10½c@12c
Jute..... 5c@5½c
Russian Packing.....12c@13½c

Padlocks—
See Locks.

Parers—
APPLE— ₩ doz.
Advance..... $ 4.50
Baldwin..... 5.00
Bonanza.....each 6.50
Dandy.....each 7.50
Eureka, 1898.....each 20.00
Family Bay State..... 15.00
Improved Bay State.....36.00
New Lightning..... 7.50
Reading, 78..... 4.00
Reading, 78..... 7.00
Turntable, 1898..... 6.75
White Mountain..... 6.00
POTATO— ₩ doz.
Saratoga..... $7.00
White Mountain..... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's.....$3.17@6.75
Carpenter's, Blue or Red Lead..... 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6.87
Colored Lumber..... 9.00
Black Artists..... 9.87
Colored..... $4.33@7.50
Assortment Boxes..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumbs:
Railroad or Adze Eye.....60&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire.....50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality.....40&10%
Bench, Second Quality.....50&10%
C. E. Jennings & Co.....50&10%
Molding..... 33⅓%
IRON PLANES—
Chaplin's Iron Planes.....50&10
C. E. Jennings & Co., Iron.....50&10%
Sargent's.....50&10&10
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....25&10@25&10&10%
Miscellaneous....25&10@25&10&10%
PLANE IRONS—
Auburn "Thistle"..
Ohio } 30&5@30&10&5%
Sandusky..
Buck Bros..... 30%
Butcher's.....$5.00@5.25 to $
C. E. Jennings & Co.....16⅔&10%
Stanley Rule & Level Co. 20&10@30&10&10%
L. & I. J. White.....20&5@25%

Pliers and Nippers—
Sutton.....70&10@75%
Carew's Pat. Wire Cutters.....25%
Cronk & Carrier:
Pliers
No. 1.....60&10 %
30.....net, $9.00
40.....75%
50.....80%
60.....40%
70.....50%
80.....40%
90.....40%
Wm. Johnson's Gas Pliers.....60@5%
Smith's Side Cutting.....25%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's..... 40&10&10
Davis':
Inclinometers..... 20%
Iron Levels..... 25&10%
Disston's..... 70%
Machinists'..... 25%
Pocket Levels.....70&10@75%
Stanley's.....30&10@30&10&10%
Stanley's Duplex.....20@20&10&10%
Wood's Extension Sight...25@25&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's..... 25%

Polish Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%
U. S. Metal Polish Paste, 3-oz. boxes, ₩ doz..... $ .50
₩ gross..... 4.8

½-lb. boxes, ₩ doz..... 1.95
1 lb. boxes, ₩ doz..... 2.95
U. S. Liquid, 8-oz cans, ₩ doz... 1.25
₩ gross..... 12.00
Barkeeper's Friend Metal Polish, ₩ doz..... 1.75
₩ gross..... 18.00

Polish, Stove—
Dixon's Plumbago.....₩ lb
Joseph Dixon's.....₩ gro. $5.75, 10%
Gem.....₩ gro. 4.50, 10%

Poppers, Corn—
Square,.....₩ doz. ₩ gro
1 qt..... $ 9.00
1½ qt..... 11.00
2 qt..... 13.50

Post Hole Diggers— ₩ doz.
Disston's Samson Digger....$34.00, 25%
Kohlers:
Little Giant.....per doz., net $12.00
Hercules..... " " 9.50
Invincible..... " " 9.00
Pioneer..... " " 7.20
Universal..... " " 18.00
New Champion.... " " 5.50
Rival..... " " 7.50
Ryan's..... ₩ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved.....40&5%
Perfection..... ₩ doz. net, $8.25
Split Handle..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net...$6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle,.....net $7.00
Perfection..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand..... ₩ doz. net $6.50
Atlas Pattern.....₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks.....60&10&2½%
Potato Hooks.....70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ...₩ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears.....60 & 10%
Rockdale Pruners..... 33⅓%
Standard Tree Pruners..... 75%
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears..... 40%
Waters' Tree Pruners.....75&10%

Pulleys—
Awning.....60@60&10%
Axle.....50&10@60%
Brass Screw.....45&10%
Ceiling.....50@10&60%
Clothes Line, Japanned.....60%
Common Sense..... 60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley..... 60%
Fox-all-steel..... 50%
"Grand Rapids" all steel..... 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $5.00..... 50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12.00..... 40%
Side, Anti Friction..... 50%
Shade Rack..... 45%
Upright..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades.....60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers'..... 50%
Spray Pumps, Myers'.....50&10%
Spray Pumps, Kohler's.
Daisy, net per doz..... $7.50
Mechanical, net per doz..... 7.50

F. E. Myers & Bro. Low List:
No. 1, Fig. 398, 3 in. Shallow Well Pump.....$13.00
No. 6, Fig. 398, 3½ in. Shallow Well Pump..... 15.00
No. 5, Fig. 397, 3 in. Deep Well Pump..... 15.00
No. 6½, Fig. 397, 3½ in. Deep Well Pump..... 17.00
No. 14, Fig. 391, 3 inch Deep or Shallow Well Pump..... 15.00
No. 32, Fig. 398, 3 in. Deep Well Pump..... 17.00
No. 56, Fig. 381, 3 in. Shallow Well Pump..... 14.00
No. 80, Fig. 383, 3½ in. Shallow Well Pump..... 17.00
No. 70, Fig. 383, 2½ in. Deep Well Pump..... 15.00
No. 72, Fig. 383, 3 in. Deep Well Pump..... 15.00
No. 102, Fig. 448, 3 inch Lift Pump..... 9.00
No. 106, Fig. 448, 3½ in. Lift Pump..... 11.00
No. 128, Fig. 510, 3 in. Lift Pump..... $7.00
No. 131, Fig. 510, 3½ in. Lift Pump..... 8.50
No. 262, Fig. 362, Windmill Pump..... 12.00
No. 265, Fig. 403, Windmill Pump..... 16.00
No. 240, Fig. 406, Regulator Pump..... 28.00
No. 302, Fig. 477, Spray Pump, complete..... 11.50
No. 330, Fig. 547, Knapsack Spray Pump..... 10.00
Discount, 50% f. o. b. Ashland.
No. 268, Fig. 518, Low Down Tank Force Pump.....net, 5.00
No. 320, Fig. 498, Bucket Spray Pump..... net, 2.00

Punches—
Semis & Call Co.'s:
Cast Steel Drive..... 50%
Morrill's..... 50%
Niagara Hollow..... 45%
Niagara Solid..... 55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.85 2.60
Barn Door, "None Better" No. 1, ₩ foot..... 3½c
Barn Door, "None Better" No. 2, ₩ foot..... 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c..... 70%
Double Flange, ₩ foot, 8c..... 70%
Carrier Steel Rail, ₩ foot..... 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 13..... 3½c
Double Braced..... 3½c
Lane's:
O. N. T. 1 in.....net, $3.00
O. N. T. 1¼ in.....net, 3.75
Stowell's Wrought Steel..... 35%
Sliding Door, Bronzed Wrought Iron, ₩ foot..... 6½c
Sliding Door, Steel, Brass Plated, ₩ foot..... 5½c
Sliding Door, Wrought Brass, 1¼ in., ₩ lb. 35c..... 10@20%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable..... 70%
New Champion..... 75%
Victor..... 80%
Anti-Clog Lawn..... 75%
Never Break Garden.....75&10%
Queen City Lawn..... 40%
Kohlers:

	Net
Lawn Queen.....20,	$3.45
" " 24,	3.60
Jumbo Lawn.....36,	5.25
Paragon (Wood Head).....	2.75
Steel, Garden 10th.....	2.24
" " 12th.....	2.40
" " 14th.....	2.64
" " 16th.....	2.88

Geneva Garden and Gravel.....70%
Geneva Weldless Garden.....75&15%
*Toy Shank, Steel..... 70%
*Mall, Heavy Braced Curved ...70&10%
*Mall, Light Braced Straight .. 70&10%
*Mall, Heavy Sgl. Shank " ....70&10%
*Lawn, No. 1.....70&10%
*Lawn, No. 2.....70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's..... 75%
New Nicholson Horse Rasp.....70&10%
See also Files.

Razors—
Electric.....List net
Boracic.....60&10%
Fox.....40%
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned...
White Japanned...
Bronzed Finishes.. } 70 to 75%
Electro-Plated'.....
Nickel Plated'.....
White Porcelain..... 60%
Solid Brass and Bronze Metal.....50%

Revolving Chimney Tops—
Iwans' Volcaneo.....50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs.....50&10@60%
Hose with Burrs.....50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners..... 75%
Miscellaneous..... 75%

Rivet Sets—
Regular List..... 70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ doz. 1.00 .60 .75 .75 .90 cts

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger.....18to22c
Medium.....16@18c
¼ in. and larger.....
Common.....12@13c
Jute Rope:
A grade..... 6½c
C grade..... 6
Manila:
7-16 in. and larger..... 12 c
⅜ in.....18½c
¼ and 5-16 in..... 13 c
Sisal:
7-16 in. and larger.....8½@9¼c
⅜ in.....9@10c
¼ and 5-16 in.....9½@10½c

Rules—
Athol, Steel..... 33⅓%
Boxwood..... 60&5@60&10&5%
Ivory.....35&10@35&10&10%
Lufkin's:
Steel..... 50&10%
Lumber..... 60&10%
Miscellaneous, Stanley's. 50&10@50&10&5%

Sad Irons—
DOVER ASBESTOS—
Polishing..... 50%
Pressing..... 50%
Laundry..... 45%
Sleeve..... 50%
Tourist..... 50%
Toy..... 50%
Blacklock:
Plain Black in Cases ...₩ 100 lbs $2.75
Bronze Finished in Cases"... 3.15
Aluminum Finish " " ".....2.95
Full Nickel " " ".....3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. ...20&5&2%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth..... 50&10&10%
Garnet Paper..... 50%
Flint and Emery Paper...50&10&10%

Sash Balances—
Caldwell Mfg. Co.....50%
Victor Bronze..... 75%
Victor Steel..... 70%

Sash Chain—
Competition..... ...50&10%
Giant..... 40%
Monarch B. C. Co,... ... . 70%
Pullman Bronze 70%
" Cop Steel.....70&10&10%
Royal Metal..... 55&5%
Steel B. C. Co. 70&10%
Steel, Copperplated..... 70%
Victor Bronze..... 70%
Victor Steel..... 75%

Sash Cord and Weight Fastener
Ives..... 40%

Sash Cord—
Cable Laid Italian.....₩ lb 16@18c
Cable Laid Russia..... ₩ lb 15c
Common India..... ₩ lb 10@10½c
Patent Russia..... ₩ lb 14c
Patent India..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab..... ₩ lb 40c
A Quality, White..... ₩ lb 35c
B Quality, Drab..... ₩ lb 35c
B Quality, White..... ₩ lb 30c

Sash Fasteners.
Ives "Crescent"..... 50%
Imperial..... 50%
Sash Rollers..... 33⅓%
Ives Casement Fasteners..... 70%
Champion..... 40%
Monitor, Steel..... 50%
Shutter Sheaves..... 25%
Window Screen Sash Lifts..... 60%

Sash Locks—
Champion Meeting Rail..... 50%
Champion Side..... 50%
Ives' Patent:
Wrought Metal..... 60%
Cast Metal..... 50%
Window Ventilating Lock.....62½%
Payson's Signal..... 60%
..... 80%

Sash Weights—
Ton lots at factory..... $30.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co.....35@35&7½%
National Specialty Mfg. Co..... 50%

Saws—
Atkins:
Band 2 to 14 in. Wide..... 50%
Band ½ to 3-16 in. Wide..... 60%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $2 50

WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans....40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%

BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%

CAST IRON—
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton.....₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods

MEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%

WIRE—
Atlas Coat and Hat.....45%
Atlas, New List, Single cases.....70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%
Wire Coat and Hat, Standard.....45%

MISCELLANEOUS—
Belt.....75&10%
Covert Mfg Co.:
Safety Gate and Scuttle Hooks....85%
Grass, Wadesworth's.....60%
Grenks Grass.....₩ doz. $3 00
Hooks and Eyes—Brass..60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10	
A. C.		25c	23c	22c	21c	21c	40&5%
American, all sizes							9½c net
	Nos.	6	7	8	9	10	
Anchor & New Haven		23c	21c	20c	19c	18c	40%
	Nos	6	7	8	9	10	
Ausable		26c	26c	25c	24c	23c	50&10%
C. B. K		25c	23c	22c	21c	21c	40%
Capewell		19c	18c	17c	16c	16c	.10&5%
Champlain		28c	26c	25c	24c	23c	40@40&10%
Clinton Fin		19c	17c	16c	15c	14c	.80&10%
Essex		28c	26c	25c	24c	23c	40&10@80%

Lyra, all sizes.....9½c net
Maud S.....25c 23c 22c 21c 21c.....50%
Neponset, Nos. 5 to 10, ₩ lb.....12c
Northwestern 28c 25c 22c 21c 20c 25@25&5%
Putnam.....23c 21c 20c 19c 18c..35&10%
Vulcan.....23c 21c 20c 19c 18c..35&10%
Western.....9½c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4 00
Steel, per keg.....3 75

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45@50%
Sisal.....20%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....60&20%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ₩ doz. $6 00 .25@30%
No. 34, ₩ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr. .....$1.25@1 50
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door.....Net, $2.00

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M, S C. K., T.....70&10%
Style A. (all steel).....60&10%
Style F. Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₩ doz.	$12.00	$15.00	$24.00....30%

Kobler's:
Daisy.....net, per dozen $7 50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co.....$85.00

Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20

Lead Pipe, Etc. ₩ lb
Bar Lead.....5¾@6c
Block Tin Pipe.....40c
Lead Pipe, full lengths.....5to5¼
Lead Pipe, Tin Lined.....12c
Sheet Lead, full rolls.....6c

Lemon Squeezers
Berger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40.....30%
Hotchkiss, Straight Flush, ₩ doz. $9.60
Jennings' Star.....₩ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....
Porc. Lined, Wood.....₩ doz.
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50; No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....20&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50 .20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co.....40%
R & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....40&10%

CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9 00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices

TRUNK—
Corbin's.....25&10%
Eagle.....25&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&50%
Lignumvitæ.....45@5&50%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....70%@70&10%

Meat Cutters—
American.....30%
Nos. 1 2 3 4 5
Each $5 $7 $10 $25 $50 $60
Dixon's.....₩ dos. 33⅓&5%
Nos.... 1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.... 5 10 12 90 22 32
Each.. $2 $3 $2.75 $6 $4 50 $6
Little Giant.....33⅓@40
Nos... 305 310 312 320 322
$35 $48 $44 $72 $88
Woodruff's, ₩ doz.....30&10@40%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....₩ dos. $400,40%
Sargent's.....60@60&10%

Mitre Boxes—
C. E. Jennings & Co.....35&10%
Seavey's, ₩ dos. $30.....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85&10@90%

PICTURE—
Niles' Patent.....$40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$31.00
" less quantity, ₩ dozen.. 3.00

Nail Pullers—
Ajax, 5 lbs.....₩ dos. net $7.50
Black Hawk, ₩ doz.....$9.00
Cyclops.....40&10%
Cronk's.....₩ doz net $12.00
Eclipse.....₩ dos. 00, 25&10&10%
Eureka, No. 74.....dos. net $8.50
Eureka, No. 75.....doz. net 8.00
Giant No. 1, ₩ dos. $18.00. No. 1½, $16.50; No. 2, $15.00.....50&5%
Lightning.....₩ doz. $18.00, 20%
National.....₩ doz. $4.00, 40%
Pelican.....₩ dos. $9.00, 40@40&10%

Nail Sets

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.75
Square	4.00@4.75
Snell's:	
Octagon	₩ gr... $5 75
Corrugated	6.75
Knurled	6.75@7 50

Nippers—
Acme.....50%
Smith's Cutting.....30%
Todd's Cutting.....50%
Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%

Nuts—
Cold Punched:

	Off list
Mfrs. or U. S. Standard.	
Square, Plain	$5.10
Hexagon, Plain	5.80
Square, C. T. & R.	5 80
Hexagon, C. T. & R.	6.60

Hot Pressed:
Mfrs. U S. or Nar. Gauge Stan'd.
Square, Blank.....6.00
Hexagon, Blank.....6 50
Square, Tapped.....6.00
Hexagon, Tapped.....6.50

Oilers—
Brass and Copper,.....80&10
Tin or Steel

	₩ doz.
Cushman & Denison's:	
Gem	$ .80
Leader	.60
Perfect Oilers	1.80
Star Pocket Oilers	.75
"Paragon," Brass	50%
"Paragon," Zinc	60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust	7@70&10%
Zinc and Tin	60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8 c per lb.
" Small "..10 c " "
Queer Creek Axe....20 c " "
} 40%

OIL STONES—
Pikes'
Lily White Washita....60 c ₩ lb.
Rosy Red " ...60 c " "
Extra " ...50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round, Edge Slips.....90 " "
No. 1 Washita, Round Edge Slips.....70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.50 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$3.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.50 " "
} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Quaker Creek Oilstones, (2oc ₩ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " " } 40%

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet Red..... 50&10%
Pure Packing "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 9c@10c
Cotton Packing ..... 13c@14c
Italian Packing ..... 10½c@12c
Jute ..... 5c@5½c
Russian Packing ..... 12c@13½c

Padlocks—
See Locks.

Parers—

APPLE— ₩ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7.50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 79 ..... 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00

POTATO— ₩ doz.
Saratoga $7 00
White Mountain 6.00

Pencils

Dixon's: ₩ gro.
Carpenter's ..... $2.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6 87
Colored Lumber 9.00
Black Artists 9 37
Colored ..... $4.38@7 50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumb's:
Railroad or Adze Eye ..... 60&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding 33⅓%

IRON PLANES—
Chaplin's Iron Planes ..... 50&10
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 50&10&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%

PLANE IRONS—
Auburn "Thistle" .. } 30&5@30&10&5%
Ohio ..... }
Sandusky ..... }
Buck Bros 30%
Butcher's ..... $5.00@6.25 to $
C. E. Jennings & Co ..... 10%&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button ..... 70&10@75%
Carew's Pat. Wire Cutters 25%
Cronk & Carrier:
Pliers
No. 1 ..... 60&10%
80 ..... net, $9.00
40 ..... 75%
50 ..... 80%
65 ..... 40%
70 ..... 50%
80 ..... 40%
85 ..... 40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 30%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 30&10&30&10&10%
Stanley's Duplex ..... 20@20&10&10%
Wood's Extension Sight ..... 25@25&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 35%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 33⅓@40%
U. S. Metal Polish Paste, 3-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.80
½-lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U. S. Liquid, 8-oz cans, ₩ doz ... 1.25
₩ gross 12.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Dixon's Plumbago ..... ₩ lb
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Gem ..... ₩ gro. 4.50, 10%

Poppers, Corn—
Square, ... ₩ doz. ₩ gro
1 qt ..... $ 9 00
1½ qt 11.00
2 qt 13.50

Post Hole Diggers— ₩ dos.
Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 9.50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 13 00
New Champion ..... " " 5.50
Rival ..... " " 7 50
Ryan's ..... ₩ dos. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $8 25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net... $6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle, ... net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand ..... ₩ doz net $6 50
Atlas Pattern ..... ₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ..₩ dos., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ dos., $12.00, 25@25&10%
Smith's:
Pruning Shears ..... 60&10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P., S. & W. Co.'s Shears 40%
Wators' Tree Pruners ..... 75&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel 50%
"Grand Rapids" all steel 50%
Hay Fork, Swivel Eye, ₩ dos.. 4-inch, $3.75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $5.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ₩ doz., $12.00 ..... 40%
Side, Anti Friction 50%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per dos $7.50
Mechanical, net per doz 7.50

F. E. Myers & Bro. Low List:
No. 1, Fig. 398, 3 in. Shallow Well Pump $18.00
No. 8, Fig. 396, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 397, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 397, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump 15.00
No. 22, Fig. 523, 3 in. Deep Well Pump 17.00
No. 56, Fig. 231, 3 in. Shallow Well Pump 14.00
No. 59, Fig. 232, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 233, 2½ in. Deep Well Pump 15.00
No. 72, Fig. 238, 3 in. Deep Well Pump 15.00
No. 102, Fig. 448, 3 inch Lift Pump 9.00
No. 106, Fig. 448, 3½ in. Lift Pump 11.00
No. 128, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 265, Fig. 393, Windmill Pump 13.00
No. 265, Fig. 403, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 28.00
No. 302, Fig. 477, Spray Pump, complete 11.50
No. 320, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 268, Fig. 518, Low Down Tank Force Pump ..... net, 5.00
No. 320, Fig. 498, Bucket Spray Pump ..... net, 2.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%

Rail—

	⅛	¼	½
Barn Door, Light, In.	⅛	¼	½
₩ 100 feet	$1.40	1.65	2.60

Barn Door, "None Better" No. 1, ₩ foot 3½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c 70%
Carrier Steel Rail, ₩ foot 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18. ..... 3½c
Double Braced 3½c
Lane's:
O. N. T. 1 in. ..... net, $4.00
O. N. T. 1½ in ..... net, 3.75
Stowell's Wrought Steel 35%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 5½c
Sliding Door, Wrought Brass, 1⅛ in., ₩ lb. 35c ..... 10@20%
Victor Track Rail, 7c ₩ ft. ..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 80%
Anti-Clog Lawn 75%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers:

	Net
Lawn Queen 20,	$3 45
" " 24,	3.60
Jumbo Lawn 36,	5.25
Paragon (Wood Head)	2.75
Steel, Garden 10th	2 24
" " 12th	2 40
" " 14th	2.64
" " 16th	2 88

Geneva Garden and Gravel 70%
Geneva Weldless Garden ..... 75&15%
*Toy Shank, Steel 70%
*Mall Heavy Braced Curved ... 70&10%
*Mall Light Braced Straight .. 70&10%
*Mall, Heavy Sgl. Shank " .... 70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ..... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Westenholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, July 1, 1903:
Black Japanned ... } 70 to 75%
White Japanned ... }
Bronzed Finishes .. }
Electro-Plated' .... }
Nickel Plated' .... }
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs ..... 50&10@60%
Hose with Burrs ..... 50&10@60%

IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners 75%
Miscellaneous 75%

Rivet Sets—
Regular List 70%

Rollers—Stay.
Cronk's:

No.	50,	55,	56,	60,	65
₩ doz.	1.00	.60	.75	.75	.90 cts

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger 18to22c
Medium ..... 16@18c
¼ in. and larger ..... 14@18c
Common ..... 12@13c

Jute Rope:
A grade 6½c
C grade 6
Manila:
7-16 in. and larger ..... 13 c
⅜ in 18½c
¼ and 5-16 in ..... 18 c
Sisal:
7-16 in. and larger ..... 8½@9¼c
⅜ in ..... 9@10c
¼ and 5-16 in ..... 9½@10½c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&5@60&10&5%
Ivory ..... 35&10@35&10&10%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's. 50&10@50&10&5%

Sad Irons—

DOVER ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases ... ₩ 100 lbs $2.75
Bronze Finished in Cases" ... 3 15
Aluminum Finish " " " 2 95
Full Nickel " " " 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ... 20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel ..... 70&10%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:	List.
Emery Cloth	50&10&10%
Garnet Paper	30%
Flint and Emery Paper ...	50&10&10%

Sash Balances—
Caldwell Mfg. Co 50%
Victor Bronze 75%
Victor Steel 70%

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co, ... 70%
Pullman Bronze 70%
" Cop Steel ..... 70&10&10%
Royal Metal ..... 65&5%
Steel B. C. Co. ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 15c
Common India ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India ..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab ..... ₩ lb 40c
A Quality, White ..... ₩ lb 35c
B Quality, Drab ..... ₩ lb 35c
B Quality, White ..... ₩ lb 30c

Sash Fasteners.
Ives "Crescent" 60%
Imperial 60%
Sash Rollers 33⅓%
Ives Casement Fasteners 70%
Champion 40%
Monitor, Steel 50%
Shutter Sheaves 25%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 50%
Champion Stile 50%
Ives' Patent: 60%
Wrought Metal 60%
Cast Metal 50%
Window Ventilating Lock 62½%
Payson's Signal 60%

Sash Weights—
Ton lots at factory $35.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co. ..... 35@35&7½%
National Specialty Mfg. Co 60%

Saws—
Atkins:
Band 2 to 14 in. Wide 50%
Band ½ to 2-16 in. Wide 60%

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Diston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 190, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Diston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Diston's D8 Clamp and Guide, $30.00 ℔ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....℔ doz. $6.00
Excelsior Saw Tools.....℔ doz. 6.00
Diston's Monarch. Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....℔ doz. net $8.50
"Royal".....℔ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ℔ doz.....$4.75
Stillmans.....℔ doz. 1.00
Taintors Positive.....$18.00 ℔ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouse.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....℔ doz. $2.00
Box, 2 Handle.....℔ doz. $3.00@4.00
Foot.....55&5%@60&5%
Ship Common.....℔ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....℔ doz. $2.50

Screens—

DOOR—

Phillips: ℔ doz.
½-in., Style E, Fancy Screen Doors.....$10.50
½-in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....60&5&2½%

Screw Drivers—

Bruce Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Diston's Flat Blade, Electrl, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01..℔ doz. $6.00 net
Electric Spiral No. 02..℔ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....60%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....60%
Screw-Driver Bits (Snell's) ℔ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ℔ dos., 1 in., $3.00; 1½, $3.50; 1¼, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ℔ dos.
Wadworth's:
Natural Finish, Grass
Polished Blade, Grass
Painted or Bronzed, Grass 20%
Clipper, Grain
Weed and Bush

Scythe Rifles.

3-Coat.....$10.00 ℔ gro. 40%
4- " .....$12.00 " "

Scythe Stones.

No 1 Indian Pond....$7 00 ℔ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " "
Green Mountains... 6.00 " " 40%
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine..℔ gross, $10@$11.50

Skate Sharpeners—

Eureka.....℔ dos. $1.75; ℔ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Diston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9.....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Buckle Snaps.40%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5%
Rope Snaps.....40%
Yankee Snaps.....30&5%

Scythe Snaths—

National Snath Co:.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

℔ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Diston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10%@70%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ℔.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 65 " " " 86c

Steels—

Chatillon's "Dicks".....30%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj Screw Plates.....30%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....30&10%@30&10&10%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's.....70%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&5%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....60&5%
Steel, Tinned.....60&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ℔ doz., net.....$3.00
Columbia, No. 2, ℔ doz., net.....1.65
Little Jack.....℔ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....50%
Steel.....33⅓@40%
Chesterman's.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....80&30%
Pipe, 1⅛ to 2 in.....80&15%
Pipe 2⅛ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...35%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ℔ 100.....net, $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....½ doz. 1.25, ℔ gro. 12.00
Harper.....℔ doz. 1.40, ℔ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@75&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 10%
Mouse, Wood, Choker, ℔ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ℔ doz...$12.00
No. 2, Rat, ℔ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ℔ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ℔ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ℔ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ℔ gro., $15.00; No. 2, ℔ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ℔ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....35&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....℔ gross, net, $5.00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....30%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....℔ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 30.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " 67½
Nos. 19 to 30 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80&10%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....80%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....℔ doz. $1.50

Wrenches—

Agricultural.....80&5%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Machinists'.....66⅔%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....50&10%
Stillson Pipe.....30&10%
Taylor Pipe and Nut.....60%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 43c
Linseed, City, Boiled, in barrels, ℔ gal. 45c
Out of Town on Spot.....℔ gal. 42c
Calcutta, Raw, in barrels.....℔ gal. 65c
Lard, Prime City.....℔ gal.....61@62c
Lard, Extra, No. 1.....51@52c
Lard, No. 2.....39@40c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $19.00@$21.00
Barytes, American Floated, ℔ ton, $19.00@$20.00
Barytes, Crude.....℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7c
In lots of 500 lbs. and over...℔ lb. 6½c
White Lead, Eng., in Oil..℔ lb. 8½@9¼c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....1¾@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....58@ 58½c
In machine bbls.....58½@ 59c

Dry Colors—

	℔ lb	
Blue, Chinese	30 @35	c
Blue, Prussian	28 @34	c
Blue, Ultramarine	5 @20	c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3½@ 7½	c
Umber, Turkey, burnt	2½@ 8½	c
Umber, Turkey, raw	2½@ 8½	c
Green, Chrome, Ordinary	5 @ 7	c
Green, Paris, in kegs	12½@14½	c
Indian Red, American	8 @ 8½	c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best	15	@15	
Black Lampblack, common	8	@10	c
Blue, Chinese	35	@40	c
Blue, Prussian	32	@35	c
Blue, Ultramarine	14	@18	c
Sienna, burnt	11	@13	c
Sienna, raw	11	@13	c
Umber, burnt	11	@13	c
Umber, raw	10	@13	c
Brown, Vandyke	10	@13	c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

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Canada Corundum Co., Toronto, Can.

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Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Alcohol Lamps
Clogau & Co., Chicago, Ill.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Animal Pokers.
American Fork and Hoe Co., Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

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Fernald Mfg. Co., North East, Pa.

Anvils.
Alfred Field & Co., New York

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Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Architectural Metal Works.
Western Brass Mfg. Works, Chicago, Ill.

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

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John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

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L. & I. J. White Co., Buffalo, N.Y.
Sargent & Co., New York.
Peck Edge Tool Co., Cohoes, N. Y.

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Buhl Malleable Co., Detroit, Mich.

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The Frank Miller Co., New York.
Commercial Oil Co., Cleveland, O., and New York.

Babbitt Metal.
Magnolia Metal Co., New York.

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J. E. Porter Co., Ottawa, Ill.
Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

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Geneva Tool Co., Geneva, O.

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Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures.
Buffalo Mfg. Co., Buffalo, N. Y.

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Sargent & Co., New York.

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Magnolia Metal Co., New York.

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Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
William Dobson, Canestota, N. Y.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

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Chandler & Farquhar, Boston.

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Chandler & Farquhar, Boston.

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Chandler & Farquhar, Boston.

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Wm. Schollhorn Co., New Haven, Conn.

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J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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F. E. Myers & Bro., Ashland, Ohio.

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Bicycle Step Ladder Co., Chicago, Ill.

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Brackets, Shelf.
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Osgood Scale Co., Binghamton, N. Y.

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Columbus Bolt Works, Columbus, O.

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F. E. Myers & Bro., Ashland, Ohio.

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Geneva Tool Co., Geneva, O.

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American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

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Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

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Covert Mfg. Co., West Troy, N. Y.

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Diamond Saw & Stamping Works, Buffalo, N. Y.
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Covert Mfg. Co., West Troy, N. Y.

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Stanley Rule and Level Co., New York.

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J. D. Warren Mfg. Co., Chicago, Ill.

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J. D. Warren Mfg. Co., Chicago, Ill.

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Robert Murray, New York.

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J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.

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Frank Miller Co., New York, N. Y

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa
McKinney Mfg. Co., Allegheny, Pa

Hatchets.
Peck Edge Tool Co., Cohoes, N. Y.

Hay Carriers.
J. E. Porter Co., Ottawa, Ill.

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.
J. E. Porter Co., Ottawa, Ill.

Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
J. E. Porter Co., Ottawa, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Geneva Tool Co., Geneva, O.

Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.

Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y

Hods, Mortar.
Geauga Manf'g Co., Painesville, O.

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines.
American Shearer Mfg. Co., Nashua, N. H.

Horse Mowers.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Horse Nails.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co., Neponset, Boston, Mass.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
Dana & Co Cincinnati, Ohio
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W H. Anderson & Sons, Inc., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wm. T. Wood & Co., Arlington, Mass.

Incubators.
Reliable Incubator & Brooder Co., Quincy Ill.
George H. Stahl, Quincy, Ill.

Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

"Japalac."
Glidden Varnish Co., Cleveland, O.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Mowers.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa
Coldwell Lawn Mower Co., Philadelphia, Pa.

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Lighting System, Gasoline.
Standard Gas Lamp Co., Chicago, Ill.

Liquid Fillers.
E. E Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
Signal Mail Box Co., Joliet, Ill.
C. G. Folsom South Bend Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia.

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Ceilings.
Canton Steel Roofing Co., Canton, O.
Northrop, Coburn & Dodge Co., New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
Northrop, Coburn & Dodge Co., New York.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Miniature Tools.
Davison Mfg. Co., Brooklyn, N. Y.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.
Rockford Tack & Nail Co., Rockford, Ill.

Nail Sets.
John H. Graham & Co., New York
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass
Alfred Field & Co., New York.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Cutting Monkey Wrench.
Bonney Vice & Tool Works, Inc., Phila., Pa.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport. Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Hadam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York
Alfred Field & Co., New York.

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York.
Whittemore Bros. & Co., Boston, Mass.

Polishes, Paste.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York.
Whittemore Bros. & Co., Boston, Mass.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H. Graham & Co., New York.
Rockford Tack & Nail Co. Rockford Ill.

Potato Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches, Spring.
Alfred Field & Co., New York.
Wm. Scholihorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva O.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.

Razors.
Alfred Field & Co., New York.
Joseph Rodgers & Sons, New York and Sheffield, England.
Union Razor Co., Tidioute, Pa.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razors, Safety.
Kampfe Brothers.
Gem Cutlery Co.

Razor Strops.
American Razor Strop Co., Fremont, Ohio.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark N. J.

Refrigerator Catches.
Western Brass Mfg. Works, Chicago, Ill.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.

Riveting Machines.
F. B. Shuster Co., New Haven, Conn.
F. H. Smith Mfg. Co., Chicago, Ill.

Roasters and Bakers.
The Bronson Walton Co., Cleveland, O.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.

Rope Reels.
Udell Works, Indianapolis, Ind.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York Philadelphia, Boston and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners.
Champion Safety Lock Co., Geneva, Ohio.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts.
Champion Safety Lock Co., Geneva, Ohio.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co, New Haven, Conn.

Sash Pulleys.
Grand Rapids Hardware Co., Grand Rapids, Mich.
Sargent & Co., New York.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York

Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.

Saw Sets.
E. C. Atkins & Co., Indianapolis Ind.
Alfred Field & Co., New York.
Chas. Morrill, New York.

Saw Sharpeners.
E. Thompson Warn, Dixon, Ill.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screen Door Pulls.
Champion Safety Lock Co, Geneva, O.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.,

Screw Drivers.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New York

Screw Plates.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

Scythe Rifles.
Pike Mfg. Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike Station, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H.

Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Seals.
Schwerdtle Stamp Co., Bridgeport, Conn.

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Sewing Machines.
National Sewing Machine Co. Belvidere, Ill.
New Home Sewing Machine Co., Orange, Mass., and New York City.

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike Station, N. H.

Shears and Scissors.
Bridgeport Hardware Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines.
American Shearer Mfg. Co., Nashua, N. H.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Sargent & Co., New York.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Ship Carpenters' Tools.
L. & I. J. White Co., Buffalo, N. Y.

Shipping Tags
American M'f'g Co., Battle Creek, Mich.

Shoe Knives.
C. J. Kimball Co., Bennington, N. H

Shoe Lasts and Stands.
Blackrock Foundry, South Pittsburg, Tenn.

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovel, Malleable D Handles.
Buhl Malleable Co., Detroit, Mich.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill

Sidewalk Chisels.
Geneva Tool Co., Geneva, O
L. & I. J. White Co., Buffalo, N. Y.

Sidewa Cleaners.
Geneva Tool Co., Geneva, O.

Sidewalk Lights.
J. E. Bolles Iron and Wire Works Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
Luther Boardman & Son, East Haddam Conn.

Sink Cleaners.
John W. Sudlow, Brooklyn, N. Y

Sink Strainers.
P. H. & E. B. Vrooman, Chicago, Ill.

Sinks, Cast Iron.
Blacklock Foundry, South Pittsburgh, Tenn

Skewers.
John Chatillon & Sons, New York

Slaw Cutters.
E. C. Atkins & Co., Indianapolis, Ind.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.
A. J. Phillips Co., Fenton, Mich.

Soapstone Foot Warmers.
Pike Mfg. Co., Pike Station, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike Station, N. H.

Solder.
Berger Bros. Co., Philadelphia.

Spading Forks.
Geneva Tool Co., Geneva, O.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spikes.
Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg. Co., Phila., Pa.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

Springs, Wire.
John Chatillon & Sons, New York.

Spring Balances.
John Chatillon & Sons, New York.

Spring Hinges.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Squares, Steel.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails.
Eagle Cooperage Works.

Stamping Dies.
Hunt & Dorman Mfg Co., Cleveland, Ohio.

Stamps, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.

Staple Pullers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hay Rollers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
JohnH. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies.
Armstrong Mfg. Co. Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel.
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel Skeins.
Sandage Steel Skein Co., So. Bend, Ind.

Steel Letters and Figures.
Schwerdtle Stamp Co., Bridgeport, Conn.

Steel Measuring Tapes.
Keuffel & Esser, New York.
L. S. Starrett Co., Athol, Mass.

Steel Mortar Hods.
Geauga Manf'g Co., Painesville, O.

Steel Roofing.
American Steel Roofing Co., Middletown, O.

Steel Rules.
L. S. Starrett Co., Athol, Mass.

Steel Skips.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils.
Schwerdtle Stamp Co., Bridgeport, Conn.

Step Ladders.
Udell Works, Indianapolis, Ind.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Stone Hooks.
Geneva Tool Co., Geneva, O.

Stone Working Tools.
W. H. Anderson & Sons, Inc Detroit, Mich.

Store Fixtures.
J. D. Warren Mfg. Co., Chicago.

Store Trucks.
See Trucks, Store.

Store and Warehouse Trucks.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stove Polish.
Joseph Dixon Crucible Co. Jersey City, N. J.
Nickel Stove Polish Co. Chicago, Ills.
Black Silk Stove Polish Works, Sterling, Ill.

Stove Trimmings.
Fanner Mfg. Co., Cleveland, O.

Straightening and Cutting Machine. (Wire.)
F. B Shuster Co., New Haven, Conn,

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Street Hoes.
Geneva Tool Co., Geneva, O.

Strops, Razor.
Alfred Field & Co., New York.

Sugar Beet Tools.
Geneva Tool Co., Geneva, O.

Sugar Kettles.
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Sargent & Co., New York.

Table Cutlery.
See Cutlery, Table.

Tacks.
Rockford Tack & Nail Co., Rockford, Ill.

Tack Pullers.
John H Graham & Co., New York.

Tags, Shipping.
American M'f'g Co., Jackson, Mich.

Tailors' Shears.
R. Heinisch's Sons Co., Newark, N. J.

Thistle and Dock Diggers.
Geneva Tool Co., Geneva, O.

Tinners' and Roofers' Supplies.
Berger Bros. Co., Philadelphia.

Tin and Terne Plates.
American Sheet and Tin Plate Co., Pittburg, Pa.

Tinners' Snips.
R. Heinisch's Sons Co., Newark, N.J.

Tool Chests.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York.

Tools.
Armstrong Mfg. Co., Bridgeport Conn.
E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.

Towel Rolls.
Udell Works, Indianapolis, Ind,

Transom Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Traps, Rat and Mouse.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Trouser and Skirt Hanger.
Pullman Mfg. Co., Rochester, N. Y.

Trowels.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.

Trucks, Store.
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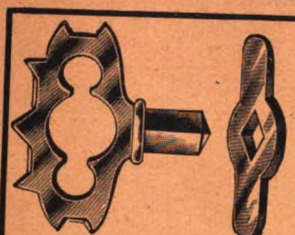


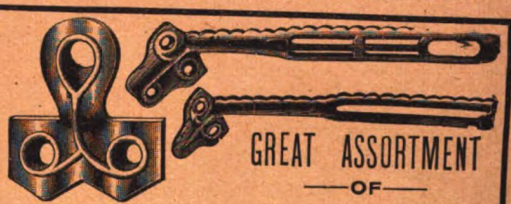
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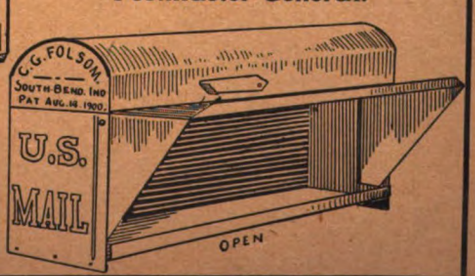
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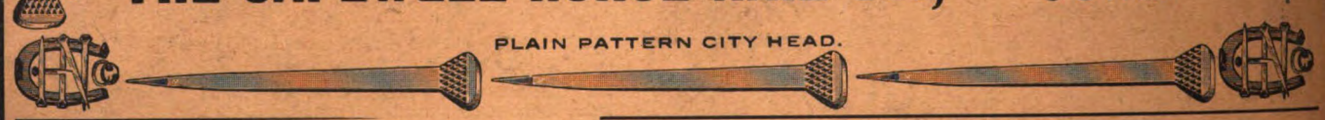
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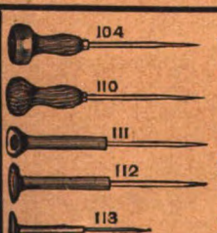
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New Brighton, Penn.



Niagara Tubular Steel Breast Strap

Better, handsomer, and far stronger than leather, wears many times as long, does not touch collar, hitched up in half the time, has no fault. Free sample and quotation to jobbers

The **Metal Stamping Co.**

Niagara Falls, N. Y.

John A. Straley.
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NILES SPRING HINGE AND PIVOT.

WRITE FOR PRICES.

NILES MFG. CO.,

14-16 N. Canal St.,

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K&E STEEL METALLIC LINEN POCKET

THE BEST

MEASURING TAPES



KEUFFEL & ESSER CO. NEW YORK.
CHICAGO. ST. LOUIS. SAN FRANCISCO.

ATTENTION!

Do you know that every Farmer, Huckster, Grocer, Dairyman and Horseman would BUY this Fork if they were shown its advantages in handling



VEGETABLES
FINE MANURE
EAR CORN, &c?

THE VEGETABLE SCOOP FORK

MADE ONLY BY

AMERICAN FORK & HOE CO., Cleveland, Ohio

We are the Largest Manufacturers in the WORLD of Forks, Hoes, Rakes, Scythe Snaths, Grain, Cradles; Etc.

HIT IT HARD

WITH A SLEDGEHAMMER

And we guarantee that it will not break nor bend, nor will it's handle split under the heaviest blows - we mean our

INDESTRUCTIBLE SCREW DRIVER

WHY? Because it is drop-forged from the best steel — cap, ferrule and blade, which latter is of one piece, extending through handle to cap.

WITHOUT A PEER

There is no Screw Driver on the market to-day so well put together and so substantial as our Indestructible. Ask us for prices.

We make Drop-Forgings of every description. Tell us your wants in this line and let us quote you prices.

Mention HARDWARE.

THE THOMSON DROP FORGE CO.

PLANTSVILLE, CONN.





¶ Have you placed your order for *WATER COOLERS* and *FILTERS* for the coming season? If not, then write for a Catalogue to

The Buffalo Mfg. Co. Buffalo New York.

BRANCH OFFICES:

18 Warren Street, - - - New York,
238 Arch Street, - - - Philadelphia,
40 Dearborn Street, - - - Chicago,
312 Kittridge Bldg., - - Denver, Colo.
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Manufacturers of

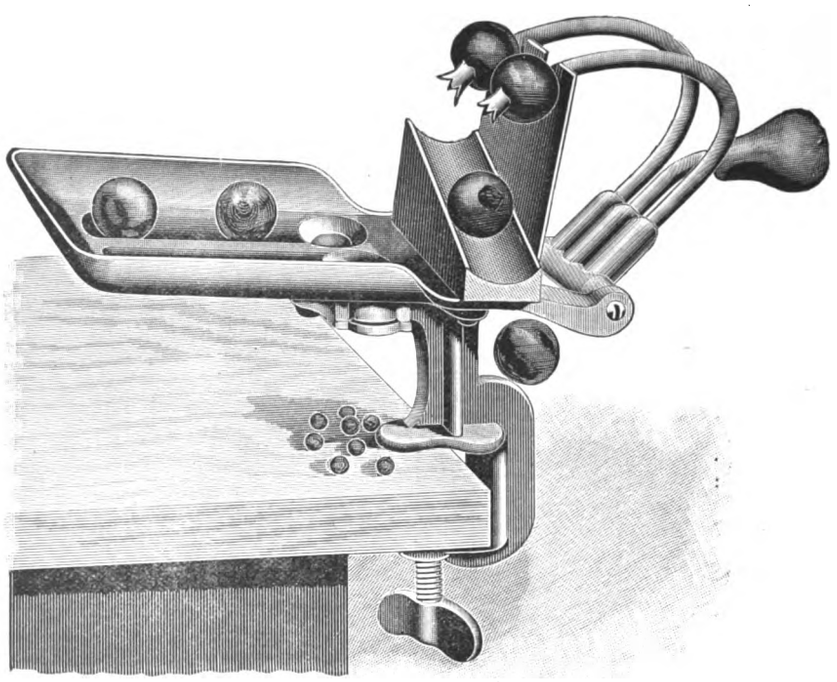
Water Coolers, Water Filters, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors, Bath Room Fixtures, etc.

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THERE IS NO OTHER

LIKE THE

FAMILY CHERRY STONER



DOES NOT MASH THE FRUIT

STONES TWO CHERRIES AT EACH OPERATION

SIMPLEST, STRONGEST and most PROFITABLE STONER

ON THE MARKET AND WILL SATISFY YOUR CUSTOMER

For sale by all jobbers. Sample delivered to dealers in U. S. for 50c.

MADE AND WARRANTED BY

GOODELL COMPANY,

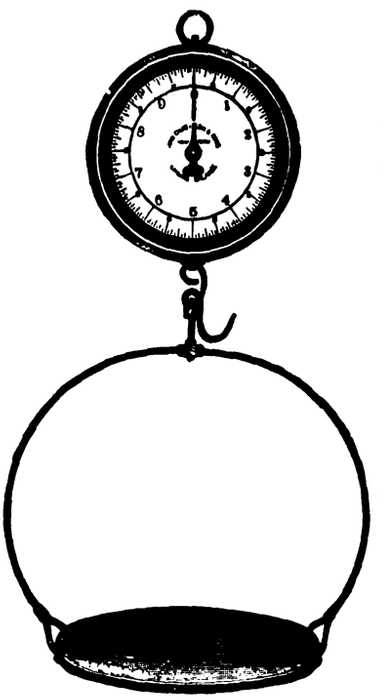
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N. Y. OFFICE, 10 WARREN STREET.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

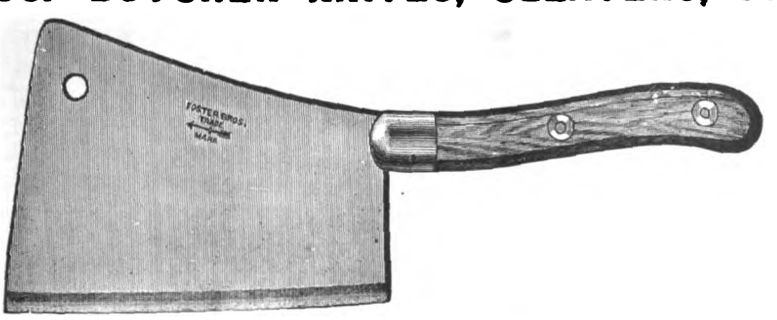


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

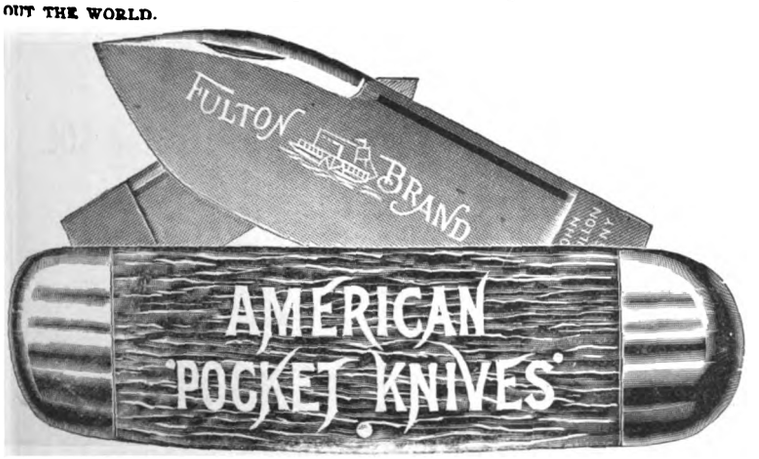


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

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85 to 93 CLIFF STREET and 12 JACOB STREET.

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THE OCEAN WAVE WASHER

SATISFIES

OVER

ONE HUNDRED THOUSAND IN USE

WE SELL TO ONLY

ONE DEALER IN EACH TOWN

WRITE US

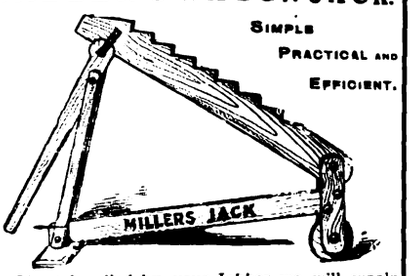
Once sold it "Never" comes back

Distribution Points

Philadelphia, Pa. Albany, N. Y. Elmira, N. Y. Columbus, O.
Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

MILLER'S WAGON JACK.

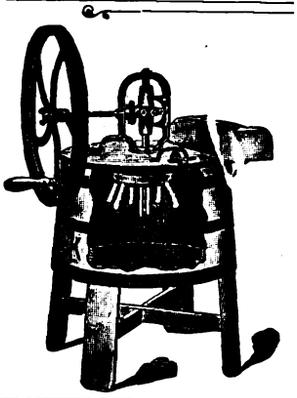
Simple Practical and Efficient.



If not handled by your Jobber we will supply your order. Manufactured by

J. V. HANKINSON, FRANKLIN, O.
Successor to Thos. F. Miller, Jr.

WHY IS THE O. K. THE BEST ROTARY WASHING MACHINE?



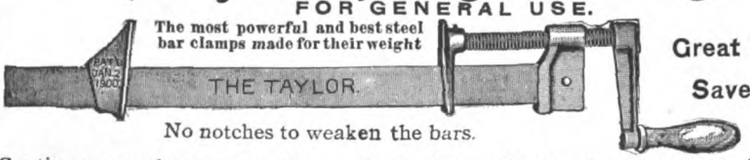
—BECAUSE—

1.—It is the only Rotary washer that has **Revolving Steel Ball Gearing**, reducing the friction and thus making machine so light running and almost noiseless.
2.—The tub is made of **Louisiana Red Cypress Lumber, cherry finish**; the legs are **solid with tub** (not removable, breakable legs fastened with screws).
3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot suds, and cleaning them without rubbing them to pieces.
4.—This washer is made by **experienced mechanics**, and will out-last any other washer on the market.
5.—The tub has a wringer box fastened with steel brackets.
6.—The lid on the tub closes tight, **no escape of steam.**

Manufactured by H. F. BRAMMER MFG. CO.,
DAVENPORT, IOWA.

The Taylor Quick Adjusting Self Locking Clamp

FOR GENERAL USE.



The most powerful and best steel bar clamps made for their weight

Great Time Savers.

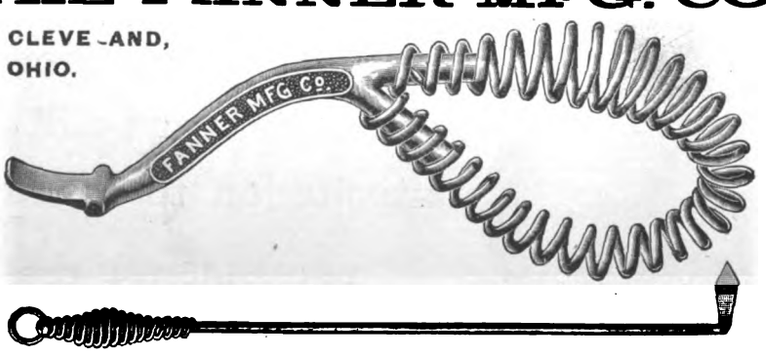
No notches to weaken the bars.

Continuous use by concerns who need superior quality, have proven these clamps to withstand the most severe tests and have been given preference over all others.

Send for booklet and learn more about them. JAMES L. TAYLOR, Newark, N. J.

THE FANNER MFG. CO.,

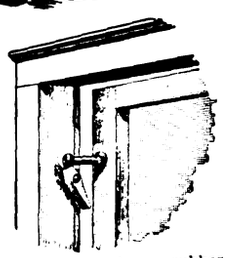
CLEVELAND, OHIO.



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

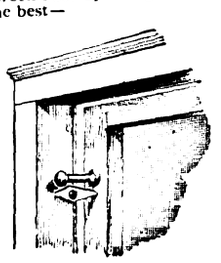


A Timely Tip



Door closing tips up rubber bumper.

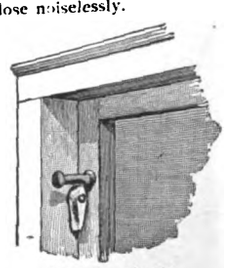
Stop that slamming, banging screen door by using none but the best—



Rebounds slightly.

***The* Dime Screen Door Check.**

It causes the Screen Door to close noiselessly.



Silently closes.

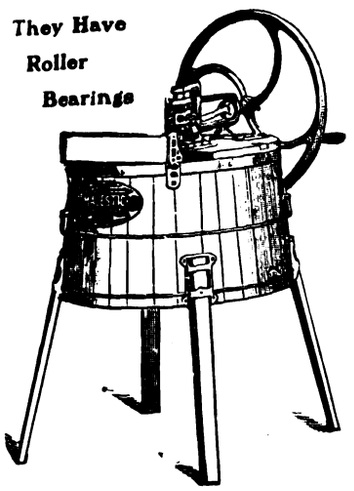
Hardware Dealers!

NOW is a good time to put in a stock of them. Send at once for circular and prices.
Mention HARDWARE.

Caldwell Mfg. Co.
Rochester, N. Y.

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They Have Roller Bearings



Tubs are made of Virginia White Cedar

MAJESTIC
Rotary Washing Machines
Are Made UPON HONOR
Richmond Cedar Works,

MANUFACTURERS OF
WOODEN WARE,
Richmond, Virginia, U. S. A.

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS
For Sale by all Hardware jobbers



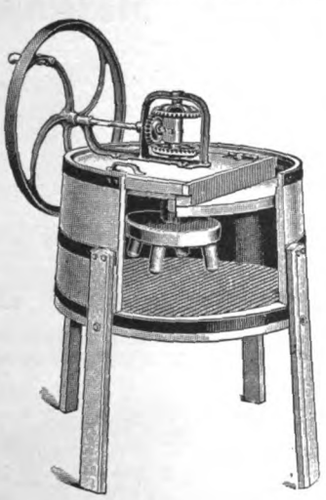
Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.
The Russell Jennings Mfg. Co., Deep River, Conn.

HAND ELEVATORS
FOR HARDWARE TRADE.
Send for catalogue.
THE STORM MANUFACTURING CO.,
NEWARK, N. J.
DUMB WAITERS



LET THE
WHITE LILY
DO THE WORK
SECURE THE AGENCY FOR THE
White Lily Washing Machine
It is the Best Seller on the Market.
HIGH SPEED LIGHT RUNNING
HANDSOME FINISH AND GUARANTEED
Only one dealer in each town can get them.
Write for particulars.
WHITE LILY WASHER CO.
TOLEDO, OHIO. DAVENPORT, IOWA.
"White Lily Washers wash lily white."

PERFECTION



in the manufacture of Washing Machines is best attained by long experience—we have been at it for 27 years—the use of the best materials, and the employment of skilled workmen.

The Blackstone Rotary Washer

enjoys that distinction. The best is none too good for the Blackstone Rotary. That's why it's name is a synonym for quality among Hardware men.

It gives double pleasure: It sells and stays sold. It lives up to its reputation on wash-day. The Blackstone Rotary does it's work perfectly. Write us for catalogue and prices. Mention HARDWARE.

The Blackstone Mfg. Co., Jamestown, N. Y., U. S. A.

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EAGLE MOP WRINGERS



combine a well-made white cedar pail with a strong, simple wringing device which is always ready to use and cannot get out of order.

Every part is carefully made of the best material—made to give perfect service and long wear.

Ask your jobber for the EAGLE, and if he won't fill your order, we will.





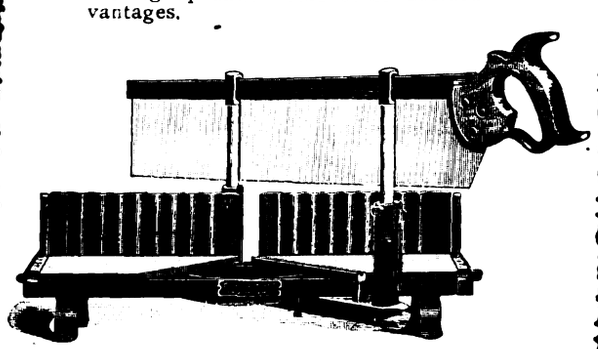


EAGLE COOPERAGE WORKS,
CIRCLEVILLE, - - OHIO.

The Final Test

The Final Test is WEAR

The Goodell "All Steel" Mitre Box will outwear all others—will last a life-time. Its automatic stops are the simplest, quickest acting and by far the most convenient for holding up saw. Has other decided advantages.



Goodell Mitre Box

To investigate its merits means to buy. Write for Catalog and further information. Mention HARDWARE.

GOODELL MFG. CO.
Greenfield, Mass.

NEW YORK REPRESENTATIVE:
JAMES L. NEEFUS, 45 Dey Street.



Voorhees Rubber Mfg. Co.

JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

Catalogue and prices on application.

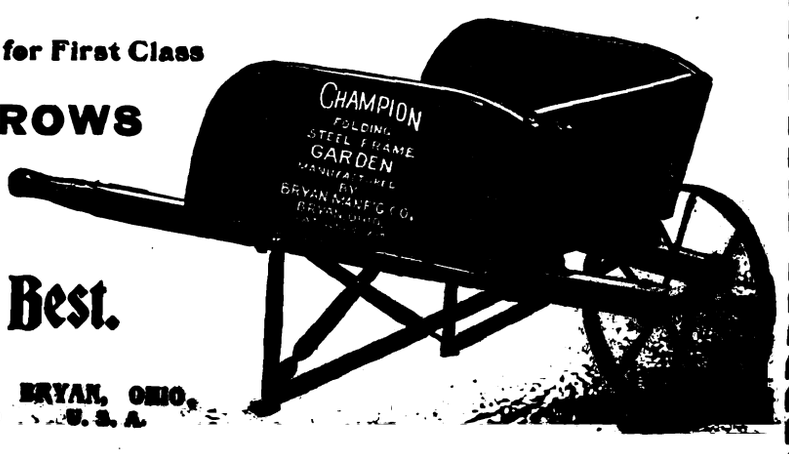
Chicago Store 175-177 Lake St.

If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.

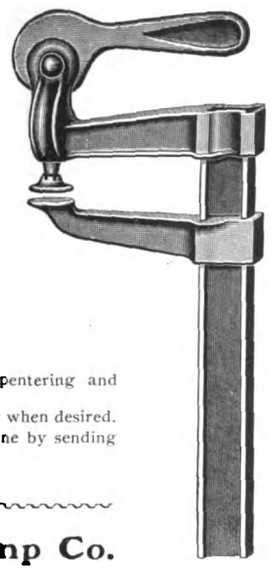


THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

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We Respectfully Invite Your Attention to



Colt's Carpenters' and Builders' Long Arm Clamp

This clamp has an extra heavy double flanged steel bar, known as the I bar, supporting an eccentric lever, operating a plunger with self adjusting button and the improved movable jaw with its double locking device.

Has a six-inch reach.

Is made strong throughout.

Especially adapted to carpentering and building.

Made with crank or bar screw when desired.

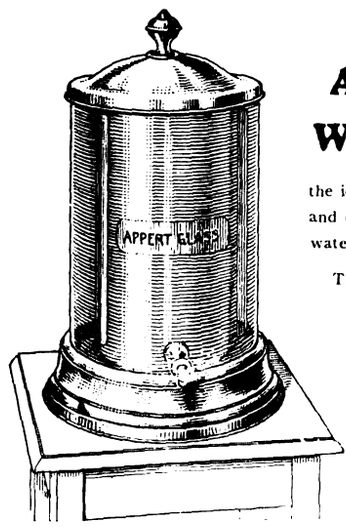
Let's post you on our entire line by sending you our latest catalog.

Mention HARDWARE.

Batavia Clamp Co.

BATAVIA, N. Y.

ICE CONTAINS IMPURITIES



but in the

Appert Glass Water Coolers

the ice is held in a separate container and does not come in contact with the water.

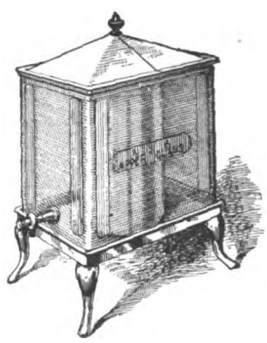
This is only one of the

MANY GOOD TALKING POINTS

concerning Appert Glass Coolers. They are practically unbreakable and the metal parts rust proof.

OUR HANDSOME BOOKLET

tells all about Appert Glass and the many different articles we make from it. It will interest you. Mention HARDWARE when you ask for it.



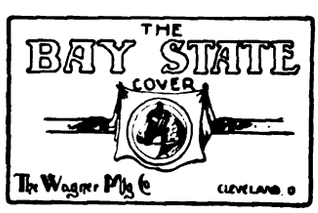
APPERT GLASS CO.

277 Broadway, New York.

THIS IS THE COVER



THESE THE BRANDS





Specially Prepared Brown Waterproof Duck Horse and Wagon Covers

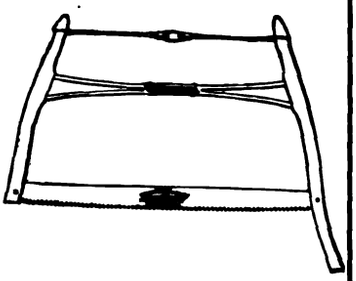
The Wagner Mfg. Co.

CLEVELAND, OHIO

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DISSTON Wood Saws

STRONGEST AND BEST ON THE MARKET



FRAMES } PERFECTLY SEASONED, CAREFULLY SELECTED LUMBER, OF A THICKNESS ESPECIALLY CALCULATED FOR STRENGTH

SHAPES } DESIGNED FOR EASE IN HANDLING, SYMMETRICAL IN ALL PROPORTIONS AND WELL FINISHED.

RODS } STEEL WIRE, THREADS SQUARE-CUT LOOPS STRONGLY RIVETED WITH HEAVY HEADS. WILL NOT STRIP OR PULL OUT.

BLADES } FINEST QUALITY CRUCIBLE STEEL, CAREFULLY HARDENED AND TEMPERED, ACCURATELY GROUND, FILED AND SET.

HENRY DISSTON & SONS., INC., PHILADELPHIA, PA.



"Lightning"



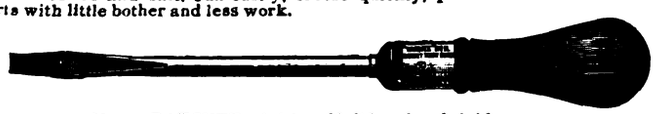
"Gem"



"Blizzard"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

"Yankee" Tools.



No. 11 RATCHET, right and left hand and rigid.



No. 30—SPIRAL RATCHET, right and left hand and rigid.
No. 31— " " (heavy pattern.)



No. 41—AUTOMATIC DRILL, 8 drill points in magazine.

"YANKEE" TOOLS are the newest, cleverest and quickest selling tools of the kind so far offered to the trade. They are simple in construction, strong, durable, do not get out of order, work smoothly and quickly, wear well. They are accurately made of the best quality of materials, handsomely finished, thoroughly tested and guaranteed as to quality in every particular. Sold by leading jobbers of hardware.

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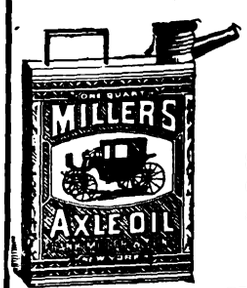
FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

AGENCY JOSEPH RODGERS & SONS, LTD.

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferio Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND.
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,



Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.
We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.
If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

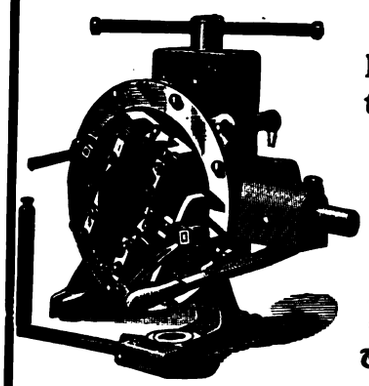
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DOBSON MOLDERS' TOOL
Est'd 1886
WM. DOBSON
Canastota, N.Y.

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No. 00 Machine

ARMSTRONG'S
Pipe Threading and Cutting Off Machines

For hand or power.

Save time and labor, strong and simple in construction. All the driving gears are enclosed in oil chambers, thus keeping them well lubricated and free from chips or dirt. They will cut off and thread pipe from 1 to 4 inches inclusive. The parts are all interchangeable and numbered.

The **ARMSTRONG MFG. CO.,**
Bridgeport, Conn.
New York Office. 139 Centre Street.



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent*; enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

ESTABLISHED 1836. **ALFRED FIELD & CO.,**
93 Chambers and 75 Reade Streets, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

MESSRS. JOSEPH RODGERS & SONS, LIMITED,	Best Cutlery in the World
MESSRS. JOSEPH GILLOTT & SONS,	Best Steel Pens in the World.
MR. L. HUGONIT TISSOT,	Best Plyers, Nippers, &c. in the World.
MESSRS. T. U. S. SHEAR CO-OPERATIVE SOCIETY LTD.,	Best Sheep Shears in the World
MESSRS. THE IMPERIAL ENAMEL CO.,	Best Enamelled Signs in the World.
MESSRS. WEBSTER & HORSFALL,	Best Steel Wire in the World.

THE BEST GOODS ARE ALWAYS CHEAPEST IN THE END.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.

The "Clark-Brown" Model Expansive Bits

Manufactured by R. H. BROWN & CO.

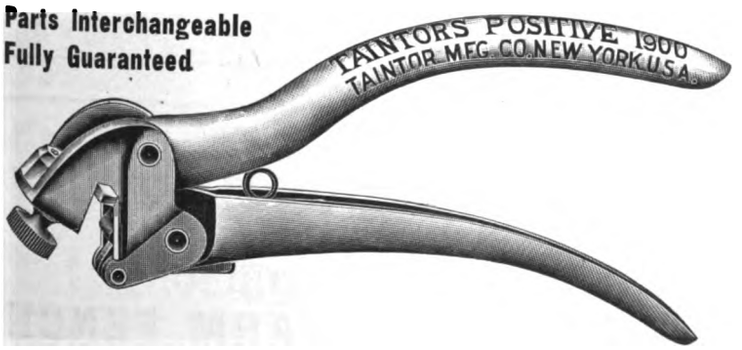


"Clark-Brown" Bits are fully warranted.

Taintor Positive Saw Set No. 1900

Made Entirely of Steel—Is Light, Strong and Durable.

Parts Interchangeable
Fully Guaranteed



Gauge Cannot Slip. Has but One Gauge to Set. Will not Slip on the Finest of Teeth. Any Setting may be Accurately Reproduced. Will not Break, Crack, Crease or Mar the Face of the Teeth.

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118 Holborn, E. C., London, Eng. 123 California St., San Francisco, Cal. Copenhagen (Freeport)

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ORDER Sterling HACK SAWS, YOUR PROFIT RESULTS.



SELL Sterling HACK SAWS, THEY STAY SOLD

"The Best is the Cheapest"

MF

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The BEST ROOF is made of

MF Roofing Tin

It has held during the last sixty years the **Most Favored** and leading place in the race for superiority in Roofing Materials

The BEST METAL CORNICES are made of

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED PITTSBURGH

Apollo Best Bloom Galvanized Sheets

The trade mark signifies the highest standard of reliability. The easy working qualities of the Metal make it the favorite of the Metal Worker. When in need of galvanized sheets for construction work, don't be satisfied with substitutes, insist on the genuine.

Our Products are for sale by all Metal Houses

American Sheet & Tin Plate Company
PITTSBURGH, PA.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.

You take no risk on the Quality. We make only the best!

TRADE MARK REGISTERED.
BAEDER, ADAMSON & Co.
MANUFACTURERS OF
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SAND PAPER. EMERY PAPER.
EMERY CLOTH
CURLED HAIR.
FOUNDED 1826.
NEW YORK. CHICAGO.
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Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & Co.
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67 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

Buy the Best and Make Money.

This is the one make of machine that you can buy and be sure of making money.

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As a condition of the sale our guarantee says you are to have your money back if it does not prove its superiority upon a trial in your hands. You are to be the judge. Will you try the Reliable on this condition? The Reliable of to-day is the one non-moisture machine, automatically regulates, ventilates and receives the chicks into its own nursery as fast as they come. Success can't escape you with the Reliable Incubator to hatch and the Brooder to brood them. Send us 10c postage and get Poultryman's Guide and Catalog combined.
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THE ROEBLING STANDARD WIRE LATHING,
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PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
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No 1097—9 in. No. 0102—9 in.

IT IS
A Good Sign

that customers are well pleased with cutlery of any kind, which they have given a fair trial, when they give you duplicate orders.

We can give you a long list of customers who repeatedly have given us orders for our

Stag Handle Carvers
With Silver Ferrules

They are 9 inches in length. They embody everything that is latest, everything that is good.

Same with the rest of our

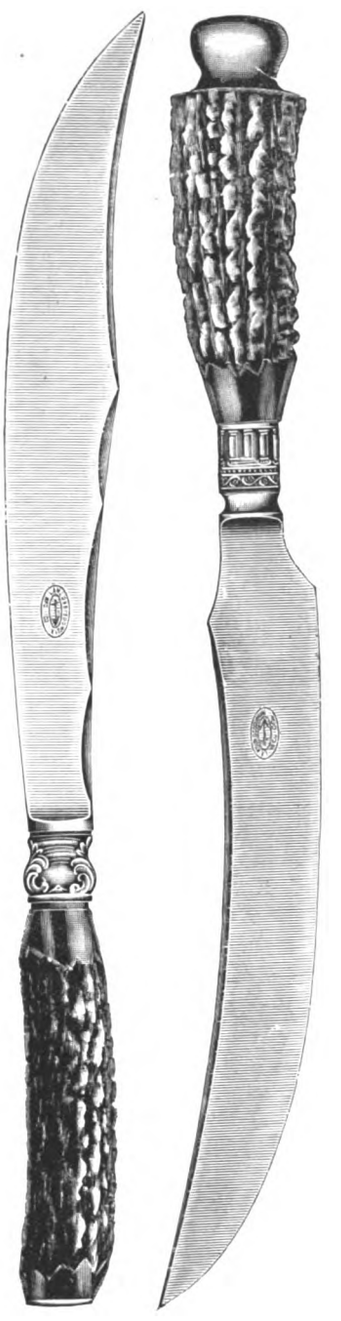
Fine Table and other Cutlery

of which our lines are most complete.

Our new catalogue is replete with information about all we make.

A postal will bring it to you. Drop us a line at once.

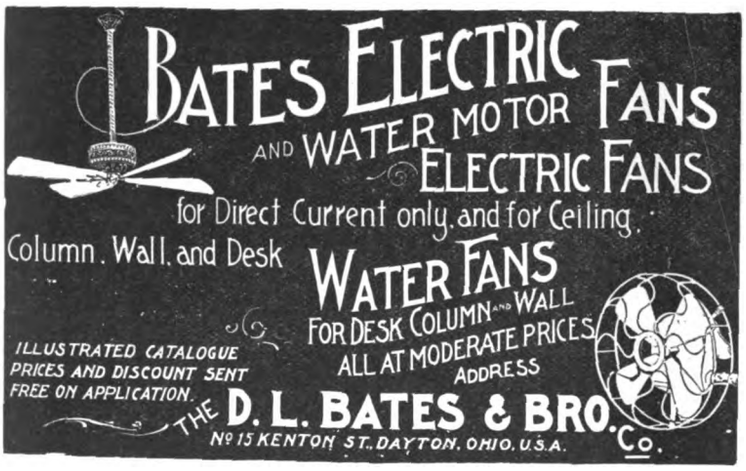
Be sure and mention HARDWARE when writing.



No. 0112—9 in. No. 1900—9 in

LAMSON & GOODNOW MFG. CO.
SHELBURNE FALLS, MASS.

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TACKS and NAILS

THAT CLINCH AND HOLD
WE MAKE

POST HOLE DIGGERS

FOR DIGGING HOLES

A POSTAL CARD BRINGS A CATALOGUE AND QUOTATIONS THAT INTEREST

Rockford Tack & Nail Co.
ROCKFORD, ILLS.

"Especially Interesting

To the Hardware Trade are:"

Dixon's

American Graphite Pencils.
Silica-Graphite Protective Paint.
Stove Cement.
Stove Polish.
Lubricating Graphite.
Cycle and Automobile Lubricants.
Belt Dressing—paste and bar.

Joseph Dixon Crucible Co., Jersey City, N. J.

WRITE FOR PRODUCTION CATALOGUE



Maud Muller

Raked the hay and used one of our

Boyd Steel Track Hay Carriers

GET CATALOG 303

Stowell Mfg. & Fdry. Co.
South Milwaukee, Wis.

WOOD'S ICE TOOLS

FINEST QUALITY.

For ICEMEN, DAIRYMEN, BUTCHERS.

Send for 52 page Catalogue, edition AA.

WM. T. WOOD & CO., ARLINGTON, MASS.

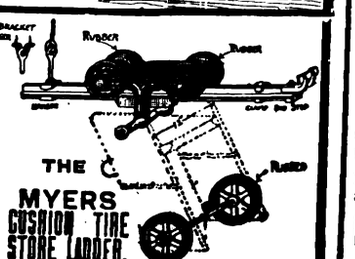


THE MYERS STAY-ON AND **PUMPS, HAY TOOLS DOOR HANGERS**

MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

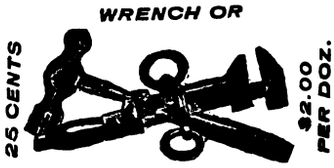
rite for Descript- ive Circulars to

E. MYERS & BRO., Ashland, O.



A Perfect Model

WRENCH OR



HAMMER

Ebony, Ivory, Coral or Amber handle, $2.00 per doz. Pearl or Stone Handle, $3.00 per doz.

We will send two dozen prepaid in a handsome plush lined cherry tray to any dealer, on consignment, to be returned at our expense if found unsalable. We could not do this if they were not the best selling novelty in the hardware trade. It costs you nothing but a 2c stamp to try them. Drop us a line and we do the rest.

Davison Mfg. Co. 112 Front Street, Brooklyn, N. Y.

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WHEN WE SAY

these are the best **ADVERTISED** riveters on the market, we **THINK** we are telling the truth.



The "REX"



The "BEST YET"

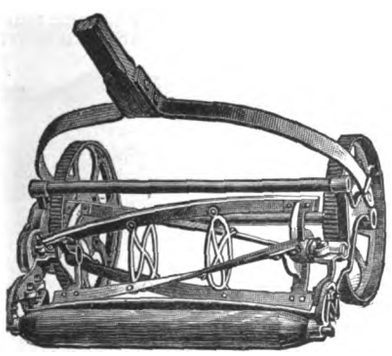


"*The* PONY"

When we say they are the **BEST** hand riveters on the market, we **KNOW** we are telling the truth.

OF ALL JOBBERS. CATALOGUE ON REQUEST.

F. H. SMITH MFG. CO., **Chicago, U. S. A.**



Style A.—The ONLY ALL STEEL Mower made in the world.

GENUINE

Philadelphia Lawn Mowers,

Exclusively first class goods.

More in use than all others combined.

Every mower guaranteed to the purchaser.

Send for Illustrated Catalogue; show 15 styles of Hand and 5 of Horse Power Mowers. : : :

PHILADELPHIA LAWN MOWER CO.

3101 to 3107 Chestnut St., **Philadelphia, Pa.**

COLDWELL LAWN MOWERS

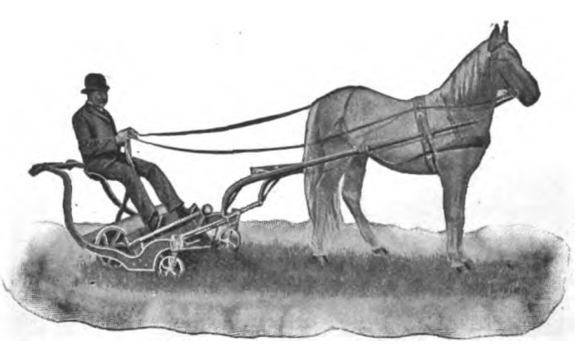
THE CITY OF NEW YORK

DEPARTMENT OF PARKS

Your Imperial Lawn Mowers, both horse and hand power, have been used exclusively on the entire park system of New York City for the last few years. I cannot speak too highly of them. They are easy running and durable. The first machines purchased from you five years ago have been in constant use and are still in good condition.

P. W. ST. JOHN,
General Foreman.

SEPTEMBER 1, 1902.



Coldwell Lawn Mowor Co.,

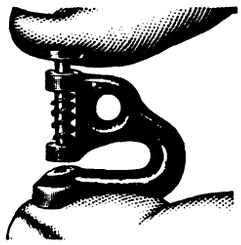
NEWBURGH, N. Y.

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PUT IT WHERE IT'S GET-AT-ABLE.

Customers are attracted by the handsome show card on which these Punches are displayed and the accurate make and beautiful finish of this little necessity sells them on sight.

Retail Price, 25c.

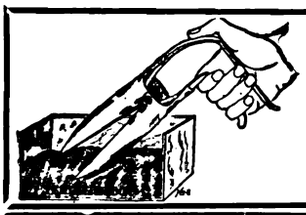


***The* National Card Punch**

A convenient Punch to carry on the key chain for marking Books, Cards, Tags, Poultry, etc. Sample by mail to trade on request.

MATT REDLINGER, - FREEPORT, ILL.

BOARDMAN'S
SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT
TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE
ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.



Olinger's Dibler and **Transplanter** and **Fertilizer**

For inserting dry or liquid fertilizers, transplanting, inserting, or removing plants. Made of the best sheet steel. The handiest specialty on the market for **Farmers, Gardners and Florists**

Sells on sight with good profit to dealer.

On exhibition at World's Fair. Ask for circulars and prices.

JOHN J. OLINGER, 1328 Webster Avenue, New York



WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

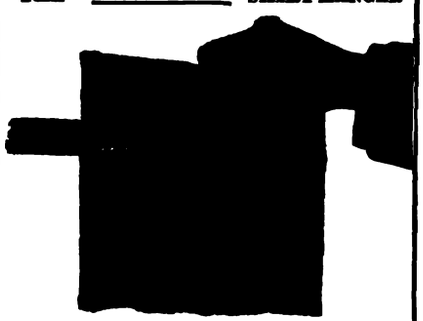
Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO.

Large 10 oz. Can.

THIS IS THE **"PULLMAN"** TROUSER AND SKIRT HANGER

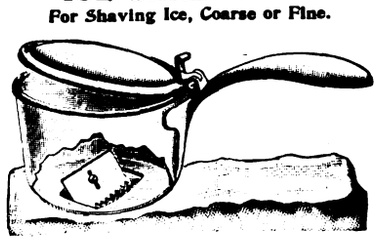


Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
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STANDARD FOR QUALITY "ENTERPRISE"

ICE SHREDDERS

For Shaving Ice, Coarse or Fine.



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No. 33, Tinned, -	$6.00
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No. 1, - - $3 50

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No. 100 - $1.50
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Rapid Grinding and Pulverizing Mills

45 Sizes and Styles for Hand, Steam and Electric Power.



No. 2, - $3.75

CHERRY STONERS

5 Sizes and Styles, Tinned or Japanned



No. 1, - $7.50 per Doz.

ORDER THROUGH YOUR JOBBER. CATALOGUE MAILED FREE.

THE ENTERPRISE MFG. CO. OF PA., PHILADELPHIA, U. S. A.

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Make More Money



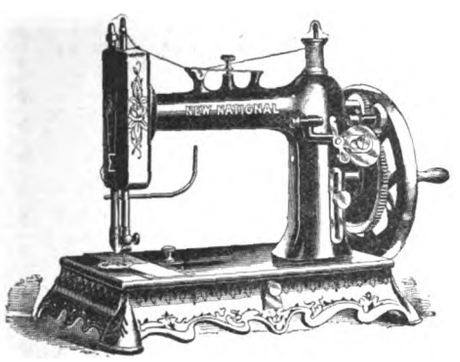
Rural Routes are going in all around you. New boxes are needed on old routes. You should get this business. You *can* get it with

Bates-Hawley Patent **SIGNAL MAIL BOX**

It is the original box for Rural Routes with special endorsements of Postmaster General. The best made, the best liked, the best advertised and the easiest sold.

SIGNAL MAIL BOX CO.

104, Benton St., JOLIET, ILLINOIS.



One of Many Models. Supplied with Wood Base and Cover when desired.



STYLE No. 118.
One of Our Many Models.

THE NEW HOME SEWING MACHINE CO.

Manufactories, Orange, Mass.

EXPORT DEPARTMENT: 28 Union Square, NEW YORK.

ESTABLISHED IN 1867.

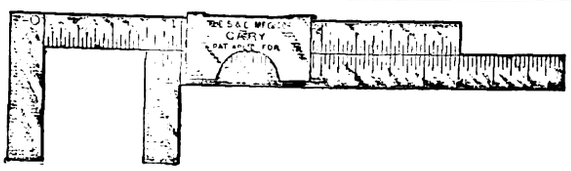
MANUFACTURERS OF THE CELEBRATED

NEW HOME and NEW NATIONAL SEWING MACHINES.

THESE machines are constructed on the most approved mechanical principles and are marvels of inventive talent and constructive ingenuity. They have less working parts than any other, are strong, durable and easily understood and have all of the best improvements known to the sewing machine art. **Indisputably** the best for **Tucking, Ruffling, Hemming, Binding, Braiding, Quilting, Darning, Embroidering** and all kinds of **Fancy Stitching** and **Art Needle Work.** The machines which purchasers recommend to others.

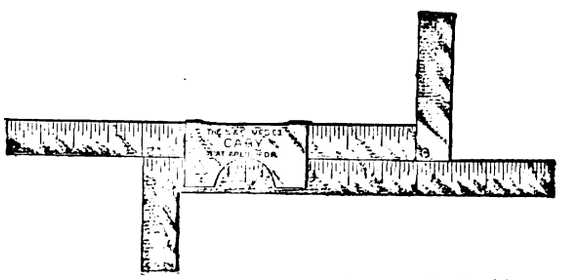
SEND FOR CIRCULARS **and Mention "HARDWARE."**

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POCKET CALIPERS

One of the most useful tools on the market. With it diameter and thickness of material and depth of holes can be determined, and fractions of an inch measured. Can also be used as a square, and many other ways.



3 inches long, and has graduations on both sides.

A LOW PRICED CALIPER For

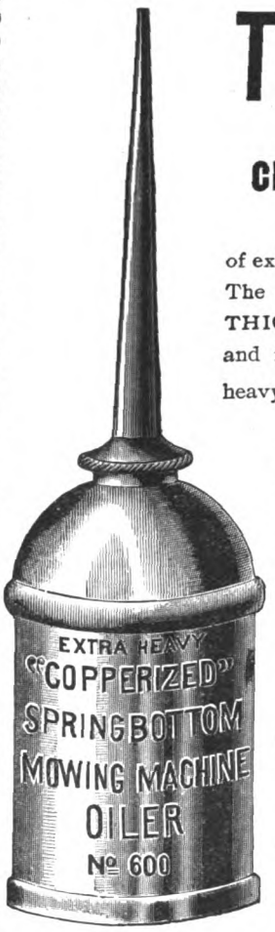
The Mechanic, Professional Man or for General Use.

MANUFACTURED BY

THE SMITH & EGGE MFG CO

BRIDGEPORT, CONN

WRITE FOR CATALOGUE NO 5



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

STARRETT TOOLS



STEEL TAPES

in leather or steel cases.

Our Tapes have some

IMPORTANT IMPROVEMENTS

which users appreciate.

Catalogue No. 17 T tells about them.

THE L. S. STARRETT CO., ATHOL, MASS., U. S. A.





WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

William T. Wood & Co., Arlington, Mass., the well known prominent manufacturers of Ice Tools of every description have recently added an important line of work to those already in existence; that of the manufacture and installation of Ice Elevators and Conveyors. As conditions vary considerably in regard to the erection of these Elevators, they desire it understood they are in a position, with a necessarily skilled staff, to design and build them, superintending the construction of them to a finish.

The Joseph Dixon Crucible Company, Jersey City, N. J., held their annual meeting April 18. These directors were elected: E. F. C. Young, John A. Walker, George T. Smith, Edward L. Young, William Murray, Joseph D. Bedle, and George E. Long. The directors subsequently elected Edward F. C. Young, president; John A. Walker, vice-president and treasurer, and George E. Long, secretary. Joseph D. Bedle was re-elected counsel.

The Chantrell Tool Company, of Reading, Pa., is represented in New York by F. E. Hutchins, who has just changed his local address by moving to 103 Reade Street, being next door to his old location. The business already established by him has needed additional facilities for some time, so that the store floor, basement and cellar will be occupied greatly to the advantage of Mr. Hutchins, who will also represent the Richards Manufacturing Company, of Aurora, Ill., whose large line of Door Hangers will be carried in full stock.

James E. Patton, Jr., was recently elected president of the Patton Paint Company, Milwaukee, Wis., succeeding his father, the late James E. Patton, Sr., who died in February last. The new president was formerly vice-president of the company, but for the last three years has been located at Pittsburgh as an officer of the Pittsburgh Plate Glass Company.

U. J. Ulery, the New York representative of the Clauss Shear Company; the Atlas Shear Company; Naponoch Knife Company; Clyde Cutlery Company; Deerlick Oil Stone Co., and the International Cutlery Company has removed his domestic and export offices from his former location to more commodious rooms in the Rogers-Peet Building, 7 and 9 Warren Street, New York, where his increasing business could command facilities for prompt attention, which he has long desired.

M. F. Cunningham, who for fifteen years has been identified with the Waltham Emery Wheel Company, has severed his connection with that company in order to assume the management of the Superior Corundum Wheel Company, of Waltham, Mass., and is now engaged in making emery and corundum wheels for all purposes.

A USEFUL WANT BOOK.

Schrieber, Conchar & Westphal, Dubuque, Iowa, have recently distributed to their trade a Want Book possessing interesting features of a unique character. Not only is it convenient for the registering of the daily wants of a Hardware dealer as they occur, but is illustrated throughout on the opposite page with many of the new special patented articles constantly being added to a jobber's stock. It also contains a revised table of freight rates from Dubuque and Chicago, also both the Western and Iowa freight classifications. Included with the freight classifications, are the average weights of goods usually shipped in original packages. The table will undoubtedly be found of value in making comparisons of cost on goods delivered at customer's station. As the book has been prepared with a view to making mail orders more frequent in order to facilitate the shipment of goods promptly, it will be welcomed by those in the trade who are fortunate enough to receive a copy.

ON THE "PREVENTION OF STRIKES."

Amos Judson Bailey, of Meriden, N. H., who is the author of that prize plan of the American Humane Education Society on the "Prevention of Strikes," from his thorough knowledge of the Labor Problem, has also prepared a lecture which puts the industrial problem on the constructive side. He would like to have an opportunity to deliver it before interested audiences who desire to hear such a discussion, and solicits correspondence on the subject. Sample copies of his pamphlet on the "Prevention of Strikes" may be obtained on request. It is an able document.

BIRD'S-EYE VIEW OF THE GREATEST WORLD'S FAIR.

A magnificent bird's-eye view of the Louisiana Purchase Exposition, or World's Fair at St. Louis, has just been published. As this is the greatest and grandest exposition ever held, the subject is one of fascinating interest, and the picture brings out in wonderful detail all State and foreign buildings, all the great exhibit palaces and amusement structures. The eye sweeps from the southeast corner of the vast grounds (a distance of two and three-quarter miles) to the western limits. By means of it, the intending visitor may become familiar with the arrangement of the grounds and buildings before he starts from home, and prepare to save much time and secure for himself far greater enjoyment. This splendid picture is 25x34 inches, and makes a beautiful ornament for home or office display. The picture on heavy paper is mailed for 30 cents (in 2c. stamps or coin), by the publisher, Robert A. Reid, 411 Olive Street, St. Louis, Mo.

PACIFIC COAST HARDWARE AND METAL ASSOCIATION.

The annual meeting of the Pacific Coast Hardware and Metal Association have been fixed for the dates of July 6th, 7th and 8th to take place at Santa Barbara, where the meeting was held last year. The headquarters will be at the Hotel Potter. The Association had such an enjoyable gathering at that place last year they are in hopes of having a large attendance of members from up and down the Coast, in which case interesting discussions will follow of topics of mutual interest to the entire Hardware and Metal jobbing trade of the Pacific Coast.

A NEW DEPARTURE.

Farwell, Ozmun, Kirk & Co., St. Paul, Minn., have adopted a remarkably clever scheme for the use of their customers, which we should think would become exceedingly popular. For years past they have had many requests from customers for a "Cost Price List" applying to their general Hardware catalogue. Owing to the frequent changes in market values it would be impossible to issue such a list that would hold good for any length of time. With an earnest desire on their part to give customers something of a permanent value they have compiled "The Retail Dealer's Price List," covering the line of goods listed in their 1904 general Hardware catalogue. This is not a list of approximate values or any other make-shift expedient that would vary with each "change of the moon," but a reliable, dependable retail selling list. It will show what the dealer should get for the goods, not what he pays for them; and will aid him in making sales of articles not usually carried in stock. In ordering goods it will be of material assistance, as often the merchant desires a certain article that he can retail at a stated price, and this information is given on each and every item in the catalogue, with the exception of a few staples. To the merchant just starting in business it will be of the greatest help, as it will enable him to mark up his stock and gives him information which otherwise he could only acquire after years of experience. Another point: In making sales, this list can be shown to a customer—a thing that would not be practicable with any of the so-called cost price lists. The retail dealer's price list is now in the hands of the printer, and will be ready for distribution about May 14th. A copy will be mailed on request as soon as possible thereafter and will, we feel sure, be found of material benefit.

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HARDWARE

VOL. XXVIII. MAY 10, 1904. NO. 3

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

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The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The season continues to exhibit a backwardness in regard to geniality of temperature that causes considerable comment in business circles. The trend of trade in the customary channels is fully active in the way of general supplies, such as every well assorted stock should have in proper proportions; but the eager seeking for an enlarged addition to ordinary requirements is in a way to be postponed to the immediate future, when the season assumes its wonted activity. This has seemingly prevailed over a large extent of territory, and the complaint is heard that the demand is not a nipping and an eager one on any special department of commercial activity. It is a disadvantage to have this feeling prevail to any extent, as many of these postponed purchases will find a lessened desire permeate the buyers intentions, unless some unusual movement will inspire changed conditions.

It is perfectly natural that the retailers wants for an active distribution, should find a closer calculation confront the buyer with each week that passes; and the smaller local market is watched for carefully noted changes in its possible demand.

May is opening in a style and manner not so apathetic as to immediate results. The stocks with which the retail houses are now provided, are not of that satisfactory fullness that generally checks a natural demand, so that the regular seasonable requisitions must be called for and corresponding preparations made to stimulate it. The only apprehension that is felt is that the customary trade will be concentrated in a period so short, that supplementary orders will not as usual enable the supply to reach its full fruition as to results; as competition for immediate wants must be counted when buyers go on the hunt. Fortunately the jobbers have had time to prepare their stocks to enable prompt shipments to become more of a feature than might have been the case two or three weeks ago.

Trade is generally reported as being fairly active, and by no means apathetic, but the conditions are of April rather than of May. In the West where water transportation is frequently relied upon for movements of stock, the bulk of which is of large proportions, the great Lakes have to be relied upon, many orders being grounded on conditions of that character. Navigation is about resuming between Duluth and Cleveland, and that fact will make a livelier atmosphere surround the large Western distributors.

There are lines of goods that are scarce from causes not dominated by atmospherical delays or similar considerations; among such goods may be counted those requiring wood handles of good quality, which have been so difficult to obtain for agricultural implements, shovels and spades, etc., hay and manure fork and rake handles, that the dealer who has already secured the stocks for which these scarce goods are indispensable may consider he has cause for gratification.

The backward character of the season has developed a disposition on the part of some dealers, who desire to hold "both ends of the stick" in every contract to which they are a party. This is referred to in our Columbus letter in the "Review of the Markets" as follows: "We find some Merchants are not considerate for jobbers or manufacturers when conditions change. They are always ready to place orders for season goods but do not hesitate to cancel all or part of their order. This is proving true on Binder Twine. Jobbers do not decline to reduce an order to their customers' requirements, but it is unfair for any dealer to cancel his entire order, as the jobber cannot do so with the manufacturers. If a jobber contracts for a stipulated quantity he cannot arbitrarily cancel or reduce his contract, but there are some dealers who seem to think they are under no business obligation whatever; if it suits them to take the goods, they take them, but if they see some other make they fancy they want, all that is necessary is to write and say—'cancel my order'—and the jobber must hold the bag." It is unnecessary to say, if this code of commercial morality governed every transaction, business prosperity would prove difficult to determine, and honest intentions prove an uncertain quantity.

THE TRIP TO ATLANTA.

Secretary Carter, of the Southern Jobbers' Association, writes that judging from the reports received up to date, there will be over one thousand members and guests in attendance at the coming Atlanta convention, and considering the many attractive features in the programme and the brand for hospitality for which Atlanta is noted, it would seem that Mr. Carter's estimate could hardly be very far from the correct figure.

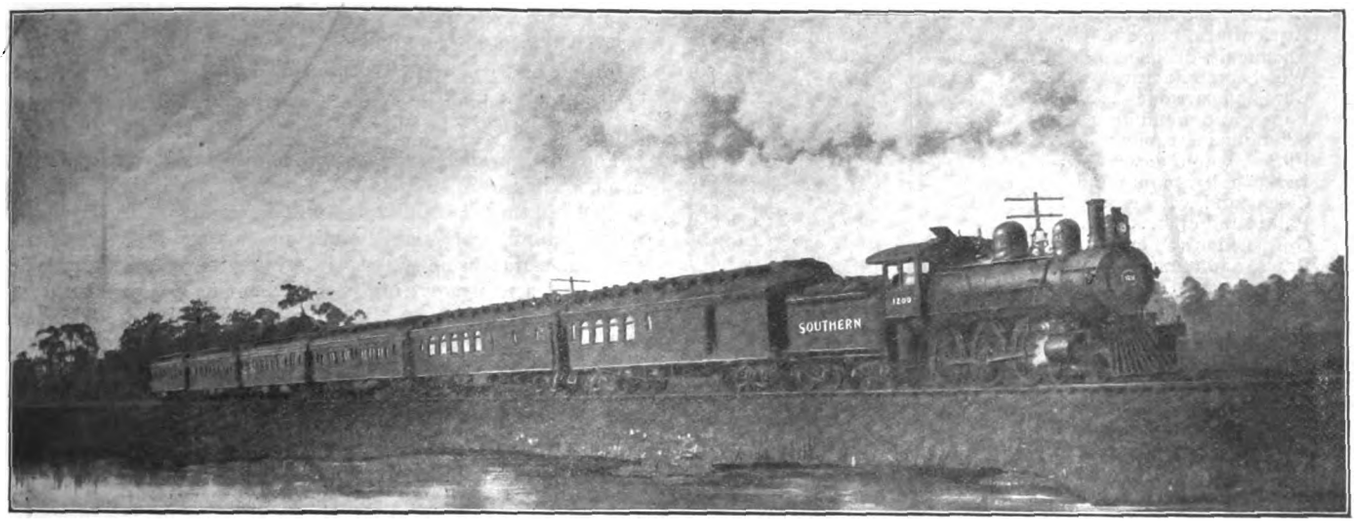
Reservations for HARDWARE'S Special Party are coming in at a good rate, at the present date one car has been very nearly filled in Philadelphia and more than one car has been reserved in New York, besides reservations in Baltimore and Washington, at the latter place the party will be joined by the delegation from the Pittsburgh district.

Present indications would seem to indicate that a special train will be necessary, as several of those who regularly attend these conventions have not been heard from as yet.

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We illustrate herewith the train that will be used by HARDWARE's Party. It consists of Dining, Observation, Cafe and Sleeping Cars.

In case a sufficient number of reservations are not obtained to warrant the running of a special train, the HARDWARE cars will be attached to the "Washington & Southwestern Limited," which leaves New York (23d Street) on the Pennsylvania R.R. at 4.25 P. M. Sunday, May 22d; West Philadelphia, 6.50 P. M.; Baltimore, 9.15; Washington, 10.45 P. M.; Danville, 5.40 A. M. (Monday); Greensboro, 7.05 A. M.; Salisbury, 8.18 A. M.; Charlotte, 9.25 A. M., arriving at Atlanta at 3.55 Monday afternoon. In the event of a special train being run, it will follow about ten minutes behind the Limited.



THE HARDWARE SPECIAL TRAIN.

A sufficient number of cars will be provided to give room for all applicants, but it is advisable that all reservations be made as soon as possible, especially in cases where several persons wish reservations near together.

Reservations can be made either through A. Eugene Bolles, Manager of HARDWARE, or the Passenger Agents of the Southern Railway in New York or Philadelphia.

GROWTH IN EXPORTS OF MANUFACTURES.

The growth in the exports of manufactures from the United States which is so strongly marked in the present fiscal year extends to a very large proportion of the list of articles included under that term, manufactures. This is shown by some tables just prepared by the Department of Commerce and Labor through its Bureau of Statistics. They include all manufactured articles or groups of articles whose exportation aggregated, in the last fiscal year, as much as one million dollars in value, or seem likely to aggregate that sum in the present fiscal year.

Necessarily many of the articles can only be stated under the general classification to which they belong, such as manufactures of iron and steel, which are all stated in the single group, iron and steel manufactures. Leather, boots and shoes, harness, etc., are included under the term leather and manufactures thereof; reapers and mowers, plows, and other agricultural machinery are included under the general term, agricultural implements; naphtha, gasoline and mineral oil for lighting are included under the general term of refined mineral oil; cotton cloths, wearing apparel of cotton, cotton yarn, and cotton-mill waste are included under the general term cotton manufactures.

Taking all manufactured articles or groups of articles whose exportation in the last fiscal year exceeded one million dollars, the Bureau of Statistics has brought together in one table all of those which show an increase in the value of exports in the nine months ending with March, 1904, over the same period in 1903, and in another table all of those showing a decrease in value of exports in the nine months ending with March, 1904, compared with the corresponding nine months of 1903. These two tables include about 95 per cent. of the total exports of manufactures.

In the first table, which shows the articles in which there is an increase in value, article by article, or group by group, down to one million dollars in value, twenty-two articles or groups are shown, with an aggregate value for the nine months in question of 280 million dollars in 1904, while the table showing decreases includes but seven articles or groups of articles and aggregates 36 million dollars in 1904.

The articles or groups of articles which show an increase are iron and steel manufactures; mineral oils; copper; leather and manufactures; agricultural implements; chemicals, drugs and dyes; wood, manufactures of; cars and carriages; paper and its manufactures; scientific instruments; manufactures of fibers; manufactures of india rubber; clocks and watches; paints and oils; gunpowder and other explosives; brass and manufactures thereof; soap; marble and stone and manufactures of; wool manufactures; jewelry; lamps and chandeliers; and sugar and confectionery. The articles or groups of articles showing a decrease in exportation are cotton manufactures; paraffin; tobacco; books, maps and engravings; musical instruments; distilled spirits; and glass and glassware.

The 29 articles or groups of articles whose exportation is thus compared with that of last year include about 95 per cent. of the total exports of manufactures. The group which includes those showing an increase aggregates $280,762,453 in value for the nine months ending with March, 1904, against $241,344,902 in the corresponding months of last year, an increase of $39,417,551. The group which includes those showing a decrease aggregates $36,307,076 in value for the nine months ending with March, 1904, against $44,835,897 in the corresponding months of last year, a decrease of $8,528,821. Of this total decrease of $8,528,821, as shown by the table of decreases, nearly 8 millions occurs in manufactures of cotton, of which the total exports in the nine months ending with March, 1904, amounted to $16,735,456, against $24,658,789 in the corresponding months of last year. Thus the chief article in which a decrease occurs in exports of manufactures is cotton manufactures, and this occurs largely in cotton cloths, of which the price has materially increased by reason of the unusually high price of cotton in the past few months.

The tables which follow show the exportation in the nine months ending with March of all articles or groups of articles whose export value in the last two fiscal years reached or exceeded one million dollars. The first table includes all those in which exports show an increase and the second includes all those in which exports show a decrease. These two tables include about 95 per cent. of the $317,069,529 of manufactures exported from the United States in the nine months ending with March, 1904.

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Manufactures exported which show an increase in value in the nine months ending with March, 1904, over the same period of 1903.

[Includes all articles or groups of articles whose export value in 1903 or 1904 equalled or exceeded $1,000,000.]

Articles.	Nine months ending March—	
	1903	1904
	Dollars.	Dollars.
Iron and steel manufactures	70,905,720	78,519,338
Mineral oils	44,229,773	53,313,478
Copper manufactures	29,801,517	43,780,336
Leather, and manufactures of	23,771,937	24,491,260
Agricultural implements	13,316,787	15,715,943
Chemicals, drugs and dyes	10,154,145	10,703,375
Wood, manufactures of	9,390,107	9,729,407
Cars and carriages	7,375,362	7,756,032
Paper, and manufactures of	5,312,332	5,438,819
Scientific instruments	5,383,146	6,590,429
Fibers, manufactures of	3,807,059	4,481,450
India rubber manufactures	3,168,670	3,410,528
Clocks and watches	1,586,041	1,728,682
Paints and oils	1,650,865	1,988,658
Gunpowder and explosives	1,800,083	1,819,589
Brass, and manufactures of	1,503,417	1,671,667
Soap	1,727,597	1,919,131
Marble and stone manufactures	1,101,384	1,286,340
Wool, manufactures of	1,279,016	1,607,251
Jewelry, etc	985,198	1,096,696
Lamps and chandeliers	784,086	1,145,518
Sugar and confectionery	2,310,660	2,568,526

Manufactures exported which show a decrease in value in the nine months ending with March, 1904, compared with the same period in 1903.

[Includes all whose value in 1903 exceeded $1,000,000.]

Articles.	Nine months ending March—	
	1903	1904
	Dollars.	Dollars.
Cotton manufactures	24,658,789	16,735,456
Paraffin	7,061,877	6,792,338
Tobacco manufactures	3,845,143	3,814,022
Books, maps and engravings	3,348,185	3,251,013
Musical instruments	2,575,339	2,549,813
Distilled spirits	1,750,335	1,734,208
Glass and glassware	1,596,229	1,430,226

NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

The May meeting of the Executive Committee of the New England Hardware Dealers' Association was held at the Committee Room of the Boston Merchants' Association, 77 Summer Street, at two o'clock P. M., Tuesday, May 3d, President Sayward, of Haverhill, presiding. The following resolutions were adopted on the death of the secretary, James A. Farless, which occurred April 23d in his 78th year.

Resolutions on the Death of James A. Farless.

WHEREAS, Divine Providence has removed from our midst our friend and Secretary, James A. Farless; be it

Resolved, That while we bow to the will of that Supreme Being "Who doeth all things well," yet we feel in his death a loss, and his absence and assistance from our future meetings will be keenly felt.

Resolved, That his high character, his hopeful, buoyant spirit, his close application to the details of his work, and all that made up the best of manhood exemplified in him, will be an example and incentive to us in the years that may come.

Resolved, That we, the New England Hardware Dealers' Association, extend to his relatives and friends our most heartfelt sympathy.

Resolved, That these resolutions be spread upon our records and a copy sent to the family of our deceased secretary.

BOSTON, MASSACHUSETTS, May 3d, 1904.

D. FLETCHER BARBER,
F. ALEXANDER CHANDLER.
Committee on Resolutions.

Assistant Secretary F. Alexander Chandler, of Chandler & Farquhar Co., Boston, was elected secretary to succeed Mr. Farless. Ten new members were elected to membership. A discussion of trade topics was very fluently entered into by all the members of the committee.

The association has recently been re-organized under a plan of having but one large meeting a year instead of monthly, having the Executive Committee meet monthly or oftener as necessary and transact business and issue bulletins when necessary. The indications are that the annual meeting in March will be attended by about 200 members.

OPENING OF THE ST. LOUIS EXPOSITION.

Representing a larger expenditure than any similar enterprise heretofore attempted on this continent, greater in its ambition and wider in its scope of any previous effort of its kind, the Louisiana Purchase Exposition was formally opened April 30.

The inaugural exercises could hardly have been improved upon. They were simple, were carried through without delay and without a halt or delay of any description. The weather, notwithstanding the pessimistic predictions of the Weather Bureau, which promised a gloomy morning, a threatening noon and a rainy evening, was without flaw. No fairer day from dawn to sunset could have been hoped for. The sun was warm, but tempered by a pleasant breeze, whose temperature was sufficient to cool and too mild to chill.

The formal exercises began at 10 o'clock in the morning. Rev. Frank W. Gunsaulus made the invocation, which was followed by brief addresses by President Francis, Mayor Welles, of St. Louis; Director of Exhibits Skiff and Director Taylor, and the poem of Edward Clarence Stedman, which was sung to music by Prof. J. K. Paine, of Harvard. President T. H. Carter, of the National Commission; Senator Burnham, of New Hampshire; Representative Towney, Commissioner Nimcio, of Mexico, and E. H. Harriman, of the New York Commission, also spoke briefly, and then Secretary of War Taft was introduced. He made a formal oration upon the progress of the nation.

Immediately upon the conclusion of the address of Secretary of War Taft, who represented the President, Director of Works Isaac S. Taylor, who stood at the base of the Louisiana Monument, waved a white ribbon to men at the various industrial buildings as a signal, the mechanism used to unfurl the banners was put in operation and instantly thousands of flags fluttered from the poles on the many buildings of the exposition.

From the time that Director of Works Taylor waved his baton with the fluttering ribbon of white as a signal for the actual opening, the exposition as the epitome of human achievement was the thing with the people, and speeches of men were in the background. President Francis was the first to realize this, and his hearty laugh as he shouted to his fleeing audience showed his unqualified joy in the fact.

The throng of visitors promenaded the various boulevards, saw the immense cascades—the first public view of it in operation, sought the exhibits that appealed to them and viewed the interesting sights of "The Pike," corresponding to the Midway of the World's Columbian Exposition.

DEATH OF JAMES A. FARLESS.

James A. Farless, who, as secretary of the New England Hardware Dealers' Association, was one of the best-known of the Hardwaremen of Boston and vicinity, died at his residence in Boston on Saturday, April 23d, in the 77th year. James Augustus Farless was born in Salem, Mass., the son of Thomas Farless, February 2d, 1827. At the age of 22 he entered the firm of Goodsmith, Newcomb & Farless, of Boston. The firm was dissolved in 1858 and Mr. Farless engaged in business under the style of James A. Farless & Co., continuing for six years. In 1873 he associated himself with George W. Boynton and the business was continued as Farless & Boynton until 1883, when Mr. Farless retired. He had not been in good health for a long time before his demise, never having completely recovered from the effects of a fall in 1902. Mr. Farless leaves a widow and two grandchildren.

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RECENT TRADE PUBLICATIONS.

The American Tap & Die Co., Greenfield, Mass., have recently completed their catalogue No. 1 relative to their Machine Relieved Taps, which catalogue will be found a convenience by the trade in making known their wants. Their factory, they state, is equipped with nothing but the latest improved machinery, which has been designed especially for their own use in making taps, which insures a uniformity and accuracy of dimension which it is not possible to get with the old methods. The pamphlet is illustrated throughout, and has list prices on machine hand, machinist hand, machine nut, tapper, stove bolt, wash-out mud, boiler, patch bolt, pulley, hob, pipe, pipe reamer, Beaman and Smith, and blacksmiths' taps and also on dies.

The Grand Rapids Hardware Co., 1-3-5 Pearl Street, Grand Rapids, Mich., have recently issued an attractive pamphlet catalogue of 16 pages. It has a neat red cover with gilt decorations, and the interior of the book is correspondingly attractive. It exploits the "Grand Rapids" and "Fox" patent all-steel sash pulleys, giving illustrations in actual finishes. They illustrate their new ball-bearing wheel which, they claim, is one of the greatest improvements ever made in Sash Pulleys. This bearing is made of solid steel balls running on a turned steel cone-axle, and is furnished in three sizes, 2, 2¼ and 2½ inches. No other is made this way, it being the only steel pulley made with an axle. A rope groove is regularly furnished on these, but a chain groove will be shipped at same price when so ordered. Architects, or any one else wishing samples or detailed information, will confer a favor upon the company by writing them. Samples are freely sent upon request.

Logan Gregg Hardware Co., Pittsburgh, Pa., are the authors of a large and handsome catalogue for the Spring and Summer of 1904. This is their catalogue No. 22, intended to be used in connection with their catalogue 21 until the issuance of their next Fall catalogue. In addition to the goods heretofore carried by this house, the above book contains many new goods in the Hardware line, it being their aim to carry a stock of seasonable goods, sufficient to supply all demands of both early and late buyers. They have now arranged their business so that it is divided into three departments; General Hardware; Cutlery and Sporting Goods; and Heavy Hardware; believing that this will enable them to handle orders more expeditiously than ever. The book is very thoroughly illustrated, having colored samples of their paints, varnishes, stains, enamels, etc. This catalogue will be found of unusual value to the dealer, and those who have not received a copy would do well to secure one at once. The company state they will be glad to send it to any merchant who handles Hardware. It contains fresh and accurate information, as well as prices of goods for which the retailer will have an active demand during the next few months.

N. & G. Taylor Company, Philadelphia, Pa., have issued in the form of a handsome little volume, a series of talks by "Rufus the Roofer," who will be remembered by our readers by his dissertations on the subject of good roofing tin, in "The Arrow," the monthly house organ of the Taylor Company. These conversations are supposed to take place between "Rufus the Roofer" and his son, and contain many good practical suggestions and arguments in a homely, matter-of-fact style. Incidentally, he manages to include a number of "personal recollections" which give a humorous tone to the work. The book furnishes bright, newsy reading for anybody, whether he is the man who puts the tin on the roof or the man who lives under it. The cover of the book shows a portrait of "Rufus" ready for work, and the book is fully illustrated throughout. The company will be glad to send it to anyone upon receipt of ten cents in stamps.

The Storm Mfg. Company, Centre Street, Newark, N. J., have placed before the trade an attractive catalogue of dumb waiters and elevators of their manufacture. They also make a dumb waiter check which is a very useful device, preventing as it does, noise and shock from sudden stopping when the dumbwaiter is carelessly handled, thus often saving china and glassware from breaking. It can be applied to either top or bottom, or to both, as desired. One of their specialties is the Improved Humphrey Hand Eleveator made in three sizes with lifting capacity of 500, 750 and 1,000 pounds respectively for use in store and factory work, hospitals and public buildings for trunk and invalid lifts. They are so simple and low priced that they may be used in many places instead of a dumb waiter. The machinery is handsomely bronzed, the shafts run in Babbitted bearings, are perfectly fitted and guaranteed in all respects. Directions for ordering different styles are given in their catalogue, and much useful information will also be found.

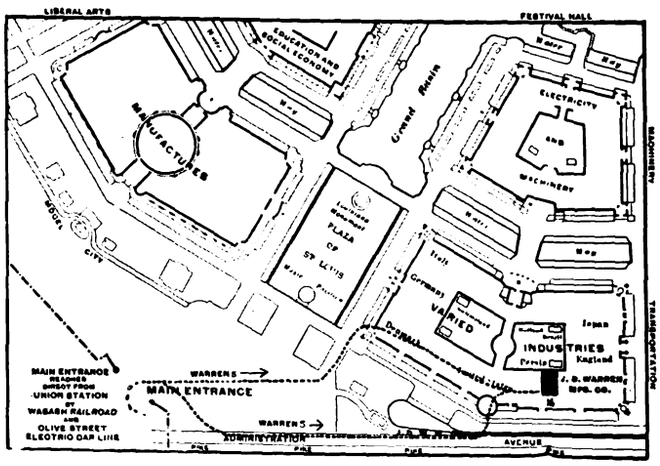
Archer Iron Works, 34th Place and Western Avenue, Chicago, Ill., have placed before their trade a well arranged pamphlet catalogue exploiting their steel wheel barrows, lumber carts, trucks, steel ore and coal cars and wheels of all kinds. The book is finely illustrated, and all goods are graphically described. The company call attention to the construction of the wheel on their barrows and the width across the hub. Their hub is 13 inches across, while they claim that of other barrows on the market run 6 and 7 inches. They claim this feature insures strength and prevents upsetting. The tube making the two handles extends around the front of the wheel, which also adds strength. The legs and cross braces are made of heavier material. The trays are made of one piece, heavily banded. The handles are of one piece of one-inch steel pipe, and the tray is made of the very best grade of Juniata sheet steel strengthened by a ¾x¼-inch steel band, strongly riveted, passing all around the top of tray. The tray and handles are connected by strong wrought iron braces, rendering the whole barrow solidly compact and pleasing in design, and is so constructed that the load bears on the wheel instead of on the operator. For one interested in this line, the above-mentioned book will be found of interest and value.

The Stowell Mfg. & Foundry Co., South Milwaukee, Wis., have prepared for distribution among the farmers a booklet describing all of their Hay Tools, and they request the dealers to furnish them with the names of farmers whom they think will be interested in up-to-date goods. This will benefit the dealer, as the manufacturers refer all enquiries to him, and do not sell direct. Included in the contents of the above book are hay and track carriers and attachments, sling pulleys, the Boyd grapple fork, double harpoon, hanging hook, end brackets, folding fork pulleys, anti-friction hay fork pulleys, track hooks and hangers for wood track, swivel rope hitch and hook, barn door hangers, etc., etc. Some time ago the Stowell Mfg. & Fdry. Co. started a contest for the largest number of words to be made from the letters in the words, "Stowell Hay Tools," which was to close on March 1st, 1904. One hundred dollars in cash was to be divided among the winners: $25 to the first, $10 to the second, $8 to the third; $7 to the fourth and $5 each to the next ten. The successful candidates in the contest were as follows, the first making over 8,000 words: D. T. Boone, Saltsbury, Pa.; F. E. Meeker, Syracuse, N. Y.: G. F. Ackerman, Bucyrus, Ohio; Emma Seiler, Dundas, Ill.; F. J. Langwell, Andover, N. Y.; Dwight Sawhill, Edgerton, Kan.; Pearl Johnson, Linn, Kan.: Alice R. M. Pilgrim, Brookfield, Wis.; Josiah Lewis, Jewett, Ohio; Bertha I. Smith, Endeavor, Wis.; E. A. Beecker, Granton, Wis.; Edith McKinstry, Holman, Ind.; Mrs. John Goeppinger, Youngstown, Ohio, and L. A. Kinzer, Athelfelts Va.

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THE WARREN MODEL HARDWARE STORE.

One of the finest, most attractive and instructive exhibits at the St. Louis World's Fair for a Hardwareman, and one that will prove of interest to manufacturers, jobbers, retailers, traveling salesmen or other employees is the Warren Model Hardware Store, 20x45 feet, which is certainly a marvel in its ingenious method of displaying, carrying stock or selling all kinds of Hardware products. We give herewith a ground plan showing its location in the Varied Industries Building, which is the first building at the right of the main



entrance. The model store is located on the North side, directly in front of entrance No. 16. Of the multifarious object lessons to be inculcated in the minds of visitors at a World's Fair, there are few, if any, that will appeal in a manner so direct to the ambitious members of this ever-expanding industry of Hardware, as the one to which we direct attention; which was originated, and is manufactured, by a Hardwareman who believes that no easier, more profitable and pleasant way of arranging the store can be found, or one that adds more to the comfort and wealth of the proprietor.

A LOVING CUP PRESENTED TO LORING COES.

Loring Coes, of Worcester, Mass., president of the Coes Wrench Company, and the original patentee of the Screw Wrench now bearing his name, on April 22d completed his 92d year. Notwithstanding his advanced age, Mr. Coe is still active in the management of his extensive business, which includes not alone the Coes Wrench Company, but also the Machine Knife business under the name of Loring Coes & Co., Incorporated. The employees of the Coes Wrench Company celebrated the anniversary by the presentation of a beautiful sterling silver loving cup. Frank L. Coes, his grandson, made a brief presentation speech, the men from all the shops having been assembled in the office. Many other friends and well wishers and business associates presented flowers in great variety. Loring Coes has been manufacturing Screw Wrenches in Worcester, Mass., since 1840, and is now the sole owner of the entire Wrench business, the works of which even now are doing an immense business and considerably behind their orders.

KNIFE BLADE THIRTY FEET LONG.

The biggest carving knife ever manufactured may be seen at the World's Fair. This monster blade is thirty feet in length and has an edge as sharp as a razor. It is made out of the finest steel, and the handle is a masterpiece of the cutler's art, elaborately carved and beautifully polished. It would take a veritable giant to wield a knife like this. The blade is altogether of American manufacture, and it is expected to show for the first time that American cutlery has now reached a point of perfection where it fears no rivalry. The giant carving knife cost several thousand dollars, and special machinery had to be made before its construction could begin. No such knife was ever before manufactured.—*American Inventor.*

HARTFORD HARDWARE ASSOCIATION.

The Hartford Hardware Association is composed of a membership which embraces every retail Hardware dealer in Hartford and New Britain and is entirely confined to the retail trade. They meet on the first Tuesday of every month and almost invariably this social meeting is supplemented by a dinner in the good old Down East style. This method of subduing strenuous competition is worthy of all commendation. "Behold how good and how pleasant it is for brethren to dwell together in unity." The association was organized in July, 1889. The officers are: President, A. H. Abbe, A. H. & E. W. Abbe, New Britain; secretary, C. L. Way, Way Hardware Company, Hartford. The Press Committee consists of J. F. Tracey, Tracey, Robinson & Williams Company; W. E. Cone, J. H. & W. E. Cone; Isaac, Bragaw, Way Hardware Company; H. H. Ensworth, L. L. Ensworth & Son, and J. C. Woolley, Woolley Hardware Company, all of Hartford. The Entertainment Committee consists of E. M. Francis, W. E. Cone, J. H. & W. E. Cone; Isaac Bragaw, Way Hardford, and H. L. Mills, New Britain. The other members of the association are Cadwell & Jones, Blodgett & Clapp Company, R. C. Witte, J. C. Bidwell Company, Ralph E. Page, all of Hartford, and the Barnes Hardware Company, New Britain.

SUBTERFUGES BY CORPORATIONS PREVENTED.

Use of Misleading Words in Their Titles Now Legally Forbidden.

Governor Odell has signed three important bills of Senator Brackett affecting the business of fiduciary corporations. Two of them are aimed to curtail the business of corporations whose titles are held to be misleading, owing to the presence in them of the words "trust," "banking," "guarantee," "Investment" and the like, and one of them is admittedly designed to affect the Corporation Trust Company, which was alleged before the legislative committees to have been instrumental in the incorporation of the United States Shipbuilding Company, the Franklin Syndicate, the Iroquois Theatre Company and others concerning which irregularities have been alleged.

The new laws forbid any corporation not a moneyed corporation to use any of the prohibited words in its title; require any such corporation heretofore organized to add to the title the phrase "not a moneyed corporation;" forbid any domestic corporation to act as agent in this State for any foreign corporation using the prohibited words in its title unless it be in fact a moneyed corporation, and also forbid the issue of any certificate of authority to any foreign corporation having any of the prohibited words in its title, unless it be in fact a moneyed corporation.

The third bill authorizes banking corporations "to transfer, register and countersign certificates of stock, bonds or other evidences of indebtedness, and to act as agent of any corporation, foreign or domestic, for any lawful purpose."

♣

Our valued Baltimore contemporary, *The Manufacturers' Record*, has long been known to make, months in advance of government reports, conservative estimates of crop production in the Southern States; the agricultural, mineral and manufacturing resources of which section of our country it has for many years made an intelligent study. The remarkable growth of the South and the equally remarkable development of the statistical department of *The Manufacturers' Record*, enables that publication months in advance of the census reports to present a close approximation of Southern growth, a fact fully demonstrated in some comparisons presented in its last issue. It is also always made a rule in its statistical estimates to understate rather than overstate real conditions, its aim in this being never to give exaggerated estimates.

Keeps on the Move.

Customer—Say, you'll have to take this thermometer back.

Dealer—Why?

Customer—It can't be relied on, one day it says one thing and the next day it says another.—*St. Paul Pioneer Press.*

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NEW GOODS AND SPECIALTIES.

IDEAL MOP AND BRUSH HOLDER.

The Stover Mfg. Co., Freeport, Ill., are introducing through the Hardware and housefurnishing goods trade a very clever device to be used by the up-to-date housekeeper, in their Ideal



IDEAL TINNED STEEL MOP.



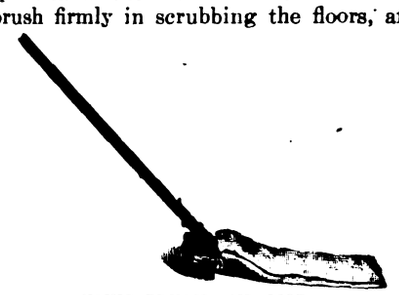
WITH BRUSH ATTACHMENT.

Mop and Brush Holder, of which we present illustrations. This is a new specialty of its kind and presents many salable features to commend it. It is claimed to be the only all-steel



HOLDING MOP RAG.

Tinned Mop Stick on the market. The brush holding device holds the brush firmly in scrubbing the floors, and the mop



USING BRUSH AND MOP.

rag may be used at the same time. The brush can be detached from the mop in an instant, so it may be used with or without the mop.

OLINGER'S DIBLER AND TRANSPLANTER.

John J. Olinger, 1328 Webster Avenue, New York, is placing upon the market through the Hardware trade a very simple patented device, which we illustrate. Fig. 1 shows the instrument closed and ready to be thrust into the ground; Fig. 2 shows it in the ground and opened by pressure of the hand. This handy planter may be used for transplanting, inserting, and removing plants from the ground; also for in-



FIG. 1.



FIG. 2.

serting fertilizer with the plants or at the sides of the plant roots. The device consists of two jaws pivoted together and forming when closed a continuous round body tapering to a point and, therefore, adapted to be easily inserted in the ground. The handles which extend upward from each jaw are bent at right angles to the body and may be easily grasped in a single hand. Springs secured to these handles hold the jaws normally in closed position. In using this device the plant may be placed therein when the planter is closed, and then after forcing the device into the ground the jaws are spread apart by pressure on the handles. Upon withdrawing the planter the plant will be left in the ground. It is obvious that at the same time of inserting a plant a fertilizer may be also inserted, or fertilizer alone may be inserted at the side of a plant or its roots. This planter is of convenient size for small plants and may be readily carried about and easily operated.

THE SIMPLEX TRIMMER.

The Webster & Perks Tool Co., Springfield, Ohio, have recently published a catalogue of paper hangers' tools which should be in the hands of all dealers catering to that class of trade. Among other specialties that would seem to be indispensable in the handling of paper hanger and decorative tools, they call attention to the Simplex Trimmer, of which we herewith give an illustration. This is claimed to be the simplest wall paper trimmer on the market; it is extremely light, as

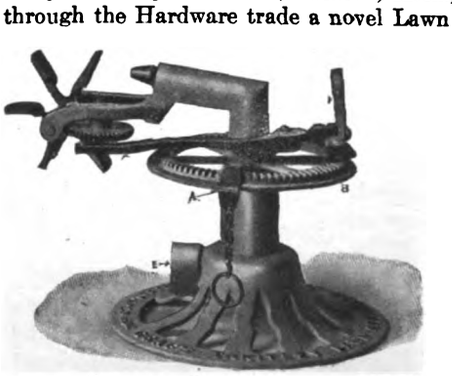


THE SIMPLEX TRIMMER.

every part, even to the smallest screw, is made of steel and hardened, which it is claimed insures its cutting true to the straight edge every time. The leverage is given it by means of a fulcrum, thereby enabling one to cut with the greatest ease and least pressure. The wheel is tempered and drawn after the most modern and scientific methods, and ground and beveled on special machinery. Each wheel is carefully honed and inspected before shipment. There is claimed to be practically no friction to the Simplex Trimmer, as there are but two points of contact covering a surface of but one-eighth of an inch. The Trimmers are highly polished and nickel plated, inspected and packed in a neat card board box.

THE "TAKITEZY" LAWN SPRINKLER.

The Takitezy Lawn Sprinkler Co., Jackson, Mich., are introducing through the Hardware trade a novel Lawn Sprink-



THE "TAKITEZY" LAWN SPRINKLER.

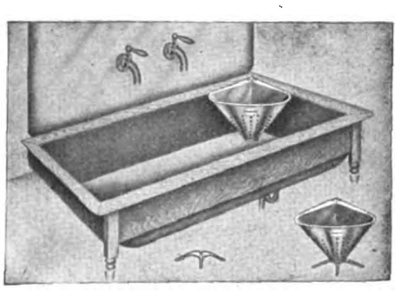
ler, which they market under the name of the "Takitezy." The construction is so different from the usual article known

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for this purpose we present an illustration indicating its original construction. It is a sprinkler which utilizes a stream to sprinkle the ground, and, at the same time, provides power for the automatic operation of the sprinkler, to alter the direction of the spray. It permits the passage of a full size stream through the nozzle, and also sprays the entire distance from the sprinkler to the point at which the main stream strikes the ground. It can be approached, while in operation, so as to adjust or remove the machine, without being obliged to pass within range of the spray. The appliance is adjustable to different areas. It will make a complete revolution, or describe any part of a circle, according to the desire of the operator or the requirements of the ground. In the illustration, letters A and B mark the reversing points. The clamp marked A can be placed to any desired point on ratchet wheel, to reverse nozzle or stream. The lug on ratchet wheel marked B is the other reversing point. By placing clamp A within an inch of lug B the nozzle will spray a space only four feet wide. If clamp A is removed it will make a complete revolution and sprinkle evenly a space 65 feet in diameter, which is by far the largest space ever sprinkled by any machine on the market. The "Takitezy" weighs four pounds, is six inches high and is neat and attractive in appearance and simple in construction. It is not affected by any foreign substance in the water, and we should imagine may be relied upon to do its duty.

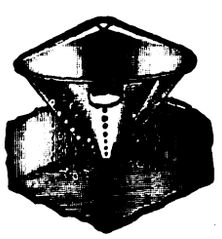
VROOMAN SANITARY SINK STRAINER.

Mrs. Vrooman's patent sanitary sink strainer, made by F. H. & E. B. Vrooman, 225 Dearborn Street, Chicago, Ill., is illustrated herewith. The strainer has a cleverly devised receptacle ingeniously placed to receive the waste material



VROOMAN SANITARY SINK STRAINER IN POSITION.

that formerly accumulated in the sink, and was apt to get in to the waste pipe and stop it up. The strainer is made in plain or japanned tin, is very light, and is readily removed, with its contents for emptying into any suitable receptacle. Through a number of holes in the front and bottom the water and other liquids flow out of the strainer into the sink and so down the pipe, while the solids are retained, to be thrown



SINK STRAINER WITH WIRE FEET.

when convenient, into the refuse can. The device can be hung in the corner of the sink, as shown in Fig. 1, or, when preferred, it can be provided with wire feet, on which it can stand in any convenient part of the sink and be removed when not required. The strainers are shipped in boxes, each containing three dozen. They are packed nested, thus taking up but little room.

THE SPORTSMAN'S POCKET STONE.

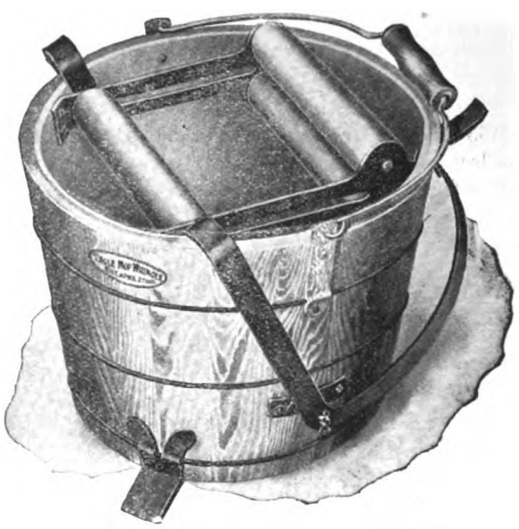
The illustration herewith shows a new brand of sharpening stone, which the Pike Mfg. Co., Pike, N. H., and New York, are placing before the trade. The stone is designed especially for sportsmen, and can scarcely fail to meet a hearty welcome. Realizing that the man in the woods does not have access to a grindstone, the Pike Mfg. Co. has endeavored to supply him one in pocket size, also a file, knife sharpener and hone combined. The sportsman's pocket stone is a combination stone, one side of coarse corundum, which answers admirably as a sharpener for dull axes and knives; also as a file for filing any metal surface, it being so hard that it will cut, it is claimed,



the hardest steel, rapidly. The reverse side is a fine Washita similar to the well-known "Lily White" brand and is suitable for sharpening skinning knives, pocket knives or any wood working tools. It is claimed that with proper care in using, it will set a razor edge. This is an article which the camper and woodsman cannot afford to be without, and will henceforth form a part of his outfit. Each stone is enclosed in a neat pasteboard box bearing the Pike trade mark, which guarantees it to be an article of exceptional merit.

THE EAGLE MOP WRINGER AND BUCKET.

Only a few years ago and the idea of manufacturing a device to obviate much of the disagreeable work attendant upon mopping had not been seriously thought of. Since that time, however, many patent Mop Wringers and devices of that character have been put upon the market. Among such articles, the Eagle Mop Wringer and Bucket combined have met with signal success, their sales having more than quadrupled within the past year. The Eagle Mop Wringer has many distinct and valuable features which recommend it to the trade



THE EAGLE MOP WRINGER AND BUCKET.

and the consumer. The wringing device is claimed to be as perfect as any wringer can be made. It is attached to a strong white cedar pail, made especially for this purpose with electrically welded hoops, thus insuring long life even though subjected to hard usage. The wringer will wring perfectly any kind of mop, cotton, twine or cloth, and mop cords cannot become entangled with springs or other working parts. All parts are claimed to be carefully made of the best materials, thereby insuring great strength and rigidity. The rollers are of maple with steel axles, springs of oil tempered steel; the treadle and portable roller shanks are of machine steel, while the guide plates, treadle axles and foot holders are of best refined malleable iron. All parts are carefully made and assembled. The treadle devices are now fastened with bolts where screws were formerly used, insuring much additional strength. The Eagle Mop Wringer and Bucket are recommended by the manufacturers for any purpose where mopping must be done. They are especially valuable in public institutions, city, county and State buildings, offices, hotels, stores and barber shops, and for use in the home will be found especially valuable for cleaning floors, porches and verandas. The manufacturers, Eaple Cooperage Works, Circleville, Ohio, invite correspondence, and will be pleased to furnish any information desired regarding the device, prices, etc.

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MAYHEW COMPANY'S SPECIALTIES.

H. H. Mayhew Company, Shelburne Falls, Mass., manufacture a line of small tools which are well known for quality and finish by the Hardware trade, which has handled them for years. They have recently issued a new and complete catalogue embracing the many additions to their usual assortment since their last catalogue was issued, and to call attention to this line we present a few illustrations from the pamphlet. Fig. 1 is a pocket screw driver No. 809 designed for electricians, locksmiths, engineers or any one having use for a pocket screw driver, who will find this a very handy and useful tool of its kind, and possessing an excellent temper. Fig. 2 is an illustration of a Bolstered blade ice pick No. 8, made from extra steel stock, is 6 inches long by 7-32, hand forged from tool steel, oil tempered and needle pointed, with hardwood handle, having nickel plated brass ferrule. Fig. 3 illustrates the Scratch or ice awl No. 1030, 5½-inch blade, of tapered drawn steel, nickel plated ferrule. This salable line of small tools should be well represented in every Hardware stock. Dealers interested should send for this desirable catalogue.



FIG. 1.—POCKET SCREW DRIVER NO. 809.

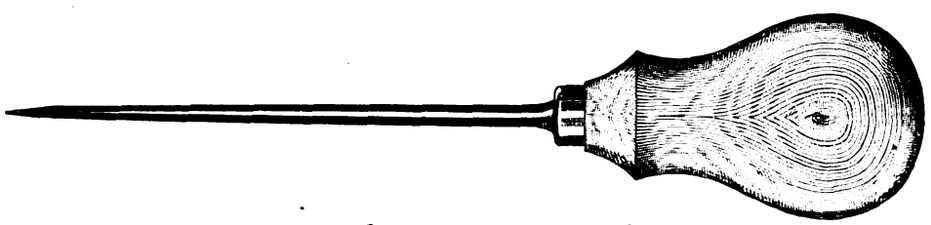


FIG. 2.—FORGED ICE PICK NO. 8.

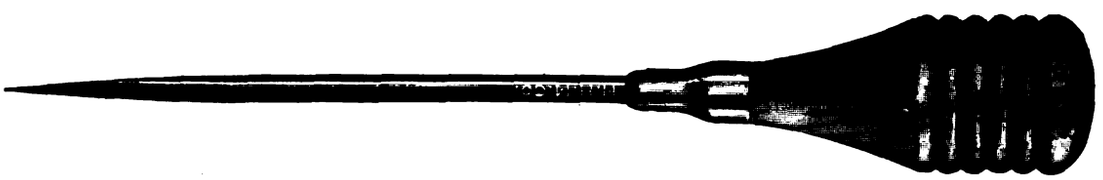
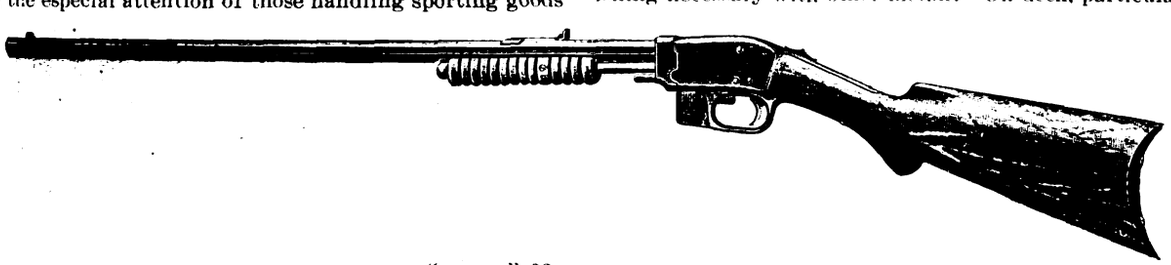


FIG. 3.—SCRATCH OR ICE AWL NO. 1030.

THE "SAVAGE" 22 CALIBER REPEATER.

The Savage Arms Co., Utica, N. Y., have good reasons for calling the especial attention of those handling sporting goods among the Hardware trade to the Savage 22 caliber repeater, shown on page 55. For Spring shooting no arm appeals to the sportsman more than the 22 caliber rifle, Among arms of this type the Savage 22 caliber repeater is different from any other rifle of its kind. It is a clean cut little gun using the best of the 22 caliber ammunition—the short, long and long rifle all in the same arm. Its beauty of outline and finish will always be a source of pleasure to the owner. Perhaps the two strong points of the Savage are accuracy and the smooth and easy manner in which it works. This arm has met with a great success and there is no reason why it should not. Savage rifles, the 22 in particular, are well exemplified in the phrase used by the makers, "Savage Quality" is a commonplace term, but it means everything to a shooter. Being honestly made all Savage products are sold by the manufacturer under the strongest guarantee. Dealers will study their own interests by writing at once for catalogue.



THE "SAVAGE" 22 CALIBER REPEATER.

VICTOR NON-CORROSIVE SILVER METAL.

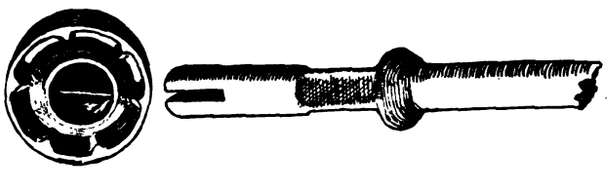
After years of thorough trial the Victor Metals Co., of East Braintree, Mass., is urging the use of their metal, known as Victor Non-Corrosive Silver, for various uses on board ship, as they are fully satisfied that it is especially suited to this line of work. The metal is claimed to fulfill the requirements of being absolutely salt water proof and non-tarnishing, as well as acid proof. Besides, the metal has a tensile strength of 53,280 pounds to the square inch, with an elongation of 15.7 per cent. in 3 inches, as per Government test. In addition to possessing these qualities, it is claimed the metal will, when polished, take a high finish like silver. No zinc protection is necessary where propellers, condensers, sea connections, etc., are made of the Victor Non-Corrosive Silver Metal, nor is there any danger from the bilge water, if valves, pipes, fittings, pumps, etc., are made of same. For interior fittings, which are constantly in use, as, for example, plumbing fixtures, Hardware trimmings, etc., this Silver Metal is of importance on account of its lasting and non-tarnishing qualities, whereby it not only saves the expense of replating such fittings, but also the time of cleaning and polishing necessary with other metals. On deck, particularly on yachts and launches, where in the past a great deal of brass and bronze have been used, the Silver Metal is now being adopted, and a great number of both large and small vessels have been fitted out with this metal for all such fittings as cleats, chocks, ring and eye bolts, rail and awning stanchions, skylight and side ladder fittings, air ports, pin rails, mast bands, gaff jaws, chain plates, steering gears, windlasses, engine telegraphs, search lights, etc. Any of our readers wishing further information can obtain such by applying to the general manager of the company, Eric H. Ewertz, 29 Broadway, New York City.

INDESTRUCTIBLE SCREW DRIVER.

The Thomson Drop Forge Co., Plantsville, Conn., are placing upon the market through the Hardware and Tool trade the Indestructible Screw Driver, illustrations of which are presented herewith. It is drop forged throughout, cap, ferrule and blade, the handle being made of the toughest wood

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for the purpose, making it justify its name by quality of material, method of construction and corresponding fitness for general use that gives evidence of originality in all its

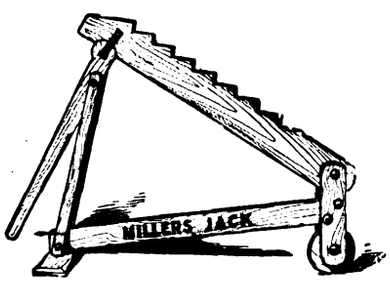


ORIGINAL FEATURE OF CONSTRUCTION.

stages. The Thomson Drop Forge Company have a plant for manufacturing purposes that is thoroughly equipped with every facility for the production of drop forgings of every character, including special work, automobile forgings, and specialties in the line of gun work. The latest additions to their line of drop forge work consists of the Indestructible Screw Driver and the Four Blade Screw Driver and Chisel.

MILLER'S PATENT WAGON JACK.

J. V. Hankinson, Franklin, Ohio, successor to Thomas Miller, is the manufacturer of the Miller Patent Wagon Jack, of which we present an illustration herewith. These Jacks are made of selected hardwood, put together with bolts and constructed with a view to strength and durability, the strain coming parallel with the wood, causing the weight to be

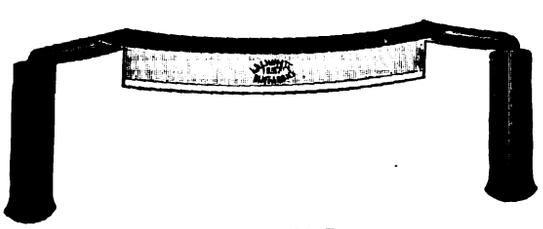


MILLER'S PATENT WAGON JACK.

equalized throughout. The Jack is so constructed that special adjustment for varying heights is unnecessary, being regulated by the notch bar, which, rising perpendicularly, keeps the vehicle from pushing backward or forward when in use. It is not necessary when placing it under a wagon or truck to get down under the bed when placing it beneath the axle. It is made in three sizes: No. 1, capacity 2,000 pounds, and made from 1-inch lumber; No. 2, with a capacity of 3,000 to 5,000 pounds, and made from 1¼-inch lumber, and No. 3, for heavy wagons and trucks, with a capacity sufficient for raising traction engines, being made from 2-inch lumber.

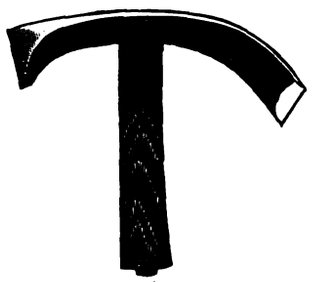
L. & I. J. WHITE COMPANY'S COOPERS' TOOLS.

Among the large variety of high grade tools made by the L. & I. J. White Company, of Buffalo, N. Y., they manufacture a line of Coopers' Tools which today is recognized as



HOLLOWING SHAVE.

the standard of excellence in quality and manufacture in the active markets of the world where merit is recognized and quality is demanded. Their Coopers' Tools, shown in the accompanying illustrations, have long been known in the home markets as being a safe and trustworthy product on which full reliance may be placed, accompanied as it is with a full warrantee of freedom from flaws, the goods being finely tem-



COOPERS' ADZE.



INDESTRUCTIBLE SCREW DRIVER.

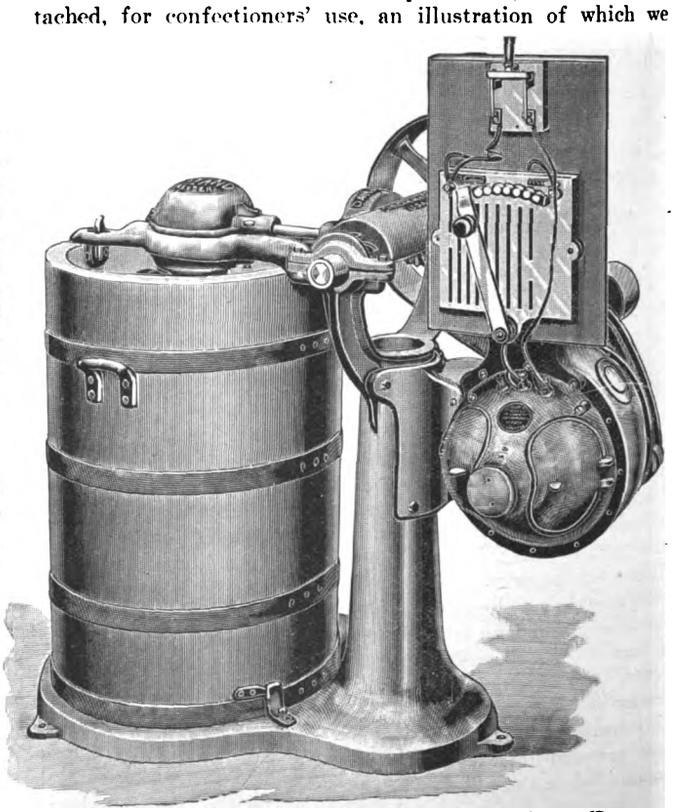
pered. Their new catalogue should be in the hands of every dealer handling tools of established reputation.



CHAMFER KNIFE.

PEERLESS ICELAND FREEZER.

Dana & Company, Cincinnati, Ohio, realizing how closely confectioners would stick to the old-fashioned freezer made on the principle of the "French Pot" for making their finest and most expensive product, have manufactured the Peerless Iceland Freezer in 25 and 40-quart sizes, with motor attached, for confectioners' use, an illustration of which we



PEERLESS ICELAND FREEZER WITH MOTOR ATTACHED.

give in this article, which fulfills every requirement possible in the French Pot Freezer. There is claimed to be a number of advantages in attaching the motor to the power-driven Freezer. When operated with a shaft and belt the ordinary

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Freezer must always remain in the same place, while with this Freezer one is enabled to move it to any part of the building by simply making a connection with the lighting current by means of a socket and flexible wire.

The motor, used in connection with the Peerless Iceland Freezer, is of very high efficiency, simple and attractive in appearance. It is in a convenient position, out of the way and yet easily accessible for use, the idler practically eliminates any chance of breakage either in the freezer or motor by anything about the freezer becoming stuck, because if such a thing did happen, the idler would release the belt and allow the belt to slip. By means of the idler attachment, the belt is always kept at proper tension without the necessity of having to take up the slack or tighten the belt. The idler is automatic in its adjustment, and the belt will run for a long time, practically indefinitely, without having to be taken up.

Another advantage of this method is the fact that no current is lost by transmitting the power from the motor to the freezer through gearing, as is very often done.

The controlling apparatus is of the highest grade. The regulators will control the speed from 50 per cent. of the full speed up to full speed, which gives all the range of speed that would be required in operating the freezers.

This motor is attached directly to the stand of the freezer, as shown in illustration, and is a direct current motor 110 volts. ¾ H. P., 900 R.P.M. for 25 quart and 1½ H. P., 1125 R.P.M. for 40 quart. The motor can also be furnished in 115, 125, 220, 250 and 500 volts. It is furnished complete with switch board and starting box, idler and belt. The manufacturers can furnish a motor to order for alternating current, but the motors illustrated are for direct current only.

ON PREPARATION OF COPY FOR ADS.

A Practical Printer's Views on the Subject.

The following is by Charles B. Harris, the foreman of one of the largest printing establishments in St. Louis:

There always has been a feeling of animosity between the ad-writer and the man of the types, because of an apparent disinclination on the part of either of them to "get together" and compare ideas and offer suggestions. The purpose of this short talk is to, so far as possible, bring about that end. The printer who is worthy of the name has an innate pride in making his work as near perfection as it is possible for him to, and it is only through lack of material, or a misunderstanding of instructions that he fails to carry out an idea that appeals to him as being good.

It is the desire and chief aim of an advertiser to make his ads more attractive than those of his competitor, and in so doing he should seek the assistance and ask the opinion of the printer in regard to the presentation of an idea which has occurred to him. It must first be understood that many ads and designs which appeal to the advertiser as good and appropriate, are impossible to execute in the majority of offices throughout the country. A merchant looks through his trade journal or the month's magazines and sees something which he thinks would improve the appearance of his next ad. He attempts to use it and expects his home printer to be able, with the limited equipment of a country office, to secure the same appearance as the magazine ad, which was probably set in an office with unlimited facilities. Do not get the idea that any design you may submit will be executed as you desire, because it cannot always be done, but rest assured that if you give the printer suggestions which he is prepared to follow, that he will do so and be very grateful.

Try and impress upon the disciple of Guttenberg the fact that you appreciate the difficulties he labors under and that you want to co-operate with him in securing the best results with the material he has at hand.

Let your copy first of all be legible and do not write upon any old scrap paper you may find handy. Write on one side of the sheet only. Where you use unusual words print them, so that they cannot be mistaken. Always be sure you know what you want to say before submitting copy to the printer, as changes in the proof are very hard to make and also expensive. Very frequently the change of one line necessitates changing the whole ad.

Underscore words or lines you wish displayed, by one or two strokes of the pencil, according to the strength you wish given to them. And do not lose sight of the fact that the more you can condense your text the stronger your ad will be.

In using cuts do not fail to make proper allowance for them so as not to crowd out the display lines, and specify as nearly as possible the position in the ad the cut is to occupy.

Specify display lines if you have any choice in the matter and rest assured that the printer will give them to you if possible. Always bear in mind the fact that there are hundreds of type faces and no office on earth has them all. Do not specify type to be used in body, as the printer, through his years of experience, has generally learned enough to know what will harmonize and what will be necessary to complete the ad.

Give the "man of the stick and rule" the benefit of your experience and judgment and you may be sure that he will not fail to make good use of it. But at the same time give him credit for having a little judgment of his own and you may be equally sure that you will profit by it.

I hope that the time may soon come when the ad-writer and the printer by pooling their issues may bring this art of advertising to its highest state of perfection. To that end let us all "get together."—*American Merchant.*

OKLAHOMA RETAIL IMPLEMENT AND HARDWARE DEALERS' ASSOCIATION.

The Oklahoma Retail Implement and Hardware Dealers' Association was constituted in El Reno, O. T., on April 20th and 21st.

The following officers were elected to serve until the annual meeting to be held on the third Tuesday in next November:

President—O. A. Smith, Watonga.

Vice-President—W. L. Perkins, Granite.

Secretary—J. A. Chenoweth, Leger.

Treasurer—S. E. Haggard, El Reno.

Territorial Vice-Presidents—C. P. Hamilton, Mangu, Greer County; A. C. Lucas, Hobart, Kiowa County; C. W. Amspacher, Apache, Caddo County; D. B. Berry, Cordell, Washita County; Walker R. Payne, Clinton, Custer County; N. B. Utt, Elk City, Roger Mills County; H. M. Herms, Taloga, Dewey County; O. N. Minton, Gage, Woodward County; C. O. Greene, Alva, Woods County; J. Bixler, Hitchcock, Blaine County; W. S. Watson, Pond Creek, Grant County; C. B. Cowles, Enid, Garfield County; Frank Banker, Kingfisher, Kingfisher County; C. Kimmell, El Reno, Canadian County; T. J. Griffith, Oklahoma City, Oklahoma County; W. D. Packard, Guthrie, Logan County; J. McCormick, Perry, Noble County; F. A. White, Manchester, Grant County; A. Levick, Ralston, Pawnee County; Wm. McVickery, Blackwell, Kay County; C. V. Liter, Guthrie, Logan County; Carter Tracy, Beaver, Beaver County; J. N. Johnson, Chandler, Lincoln County; Frank C. Woodworth, Maude, Pottawatomie County; J. L. Little, Lexington, Cleveland County.

Advisory Board—J. E. Bonebrake, El Reno; J. B. Young, Ft. Cobb; C. J. Chastian, Cleo; L. L. Collins, Cheyenne; W. M. House, Shawnee.

Directors—W. T. Funderburg, Mangum; J. L. Halstead, Cherokee; A. H. Smith, Arapaho; R. S. Frazer, Stillwater; V. D. Tinkelpaugh, El Reno; O. A. Smith, Watonga; T. J. Griffith, Oklahoma City.

Legislative Committee—C. S. Watson, Pond Creek; G. E. Johnson, Sayer; J. W. Freeborn, El Reno; P. T. Benbow, Lawton; W. P. Packard, Guthrie.

The committee appointed to form the Constitution and By-Laws made a report and submitted a complete Constitution and By-Laws for the consideration of the association.

THE IRON AGE DIRECTORY FOR 1904.

The eighth annual edition of the Iron Age Directory has recently been published. It is a counterpart of the seventh edition, but thoroughly revised to date. This directory is a classified index of all the goods made by the advertisers in that periodical, the information being condensed into the smallest practicable compass. The increasing number of manufacturers and the endless variety of their products made such a volume of reference of the greatest convenience, and, this edition being larger and more complete than any that has preceded it, will be found a valuable addition to the library of the busy dealer and buyer.

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OUR NEW ORLEANS LETTER.

(From our Special Correspondent).

An uneasy reaching after more worlds to conquer continues to characterize the condition of the New Orleans Hardware trade. This is fostered and backed up by a continued flow of good business to the markets already in hand, and by an outlook for the coming crop year which augurs a continuation of good markets in the agricultural districts tributary to New Orleans. While this has been the attitude of the dealers, kept alive by the continued development as in transportation circles, Hardware itself has been adding a feature of interest to the situation by undergoing a general up-lift in prices which has materially affected totals of returns while altogether without appreciable effect in the volume of goods handled.

Dealers in New Orleans, and particularly those who handle goods out to Mexico, have been discussing during the recent weeks the effect upon the local market of the new Mexican tariff. The tariff directly affects the handlers of iron and steel goods, and particularly those goods nearer the basic materials. Cuban reciprocity has become altogether a secondary consideration in view of the recent enactments of the nearby Spanish-American republic.

Two other themes have caused comment in the city. The one is the general trend of sentiment among New Orleans business men to favor the establishment of manufactories in New Orleans as the best means to make the city something more than a point upon the route of trade. Among the men who are leading this movement for the establishment of new industries are some of the leading Hardware merchants of the city. The other is the campaign of the Transportation Department of the New Orleans Board of Trade to regulate the rates and schedules of the various railroads leading into the Southeastern territory (Florida, South Carolina, Georgia and North Carolina), which are claimed to discriminate against New Orleans and in favor of the cities of the Atlantic seaboard.

Behind all the situation is the fact that sugar planters, cotton planters, and rice growers are as one in announcing that the season thus far afforded them has been better for the new crop than for many years. This has continued the credit of the farmers, and has given them confidence to use more of their surplus cash and fill out more of the vacancies left by economy in the orders given during the Winter.

WHAT IS BEING SOLD.

What dealers would seem to agree is the marked feature of the jobbing trade at present is the continued demand for Building and Structural Hardware to all points in the New Orleans territory. While the increase in prices since April 1, and particularly since April 15, has materially affected the price of metal roofing, nails, Structural Hardware, etc., and the heavier grades of Builders' Hardware, the country trade would seem not to have been curtailed by the increased prices in any degree whatsoever. Nails have continued to be a leading line, and the numbers of car-loads shipped out to the towns of Central Louisiana and Southern Mississippi are said to be astounding even to the trade itself.

Agricultural implements are credited with holding up more than usually well. This is credited to the more than fair season, and the consequent willingness of the planters to buy where they believed at first they could economize with safety until another year had passed. It is noted that the very latest patterns of implements are being purchased, chiefly of the solid steel make, and with as little wood as is possible to be found. Trace chains as a staple have sold well, and the increase in prices has not affected the demand in the slightest.

A stir in the pine belt of Mississippi, Louisiana and Texas has resulted in a general upward movement in the demand for mill supplies that is unprecedented at this time of year. A number of new saw mills have been established recently, and the habit of the millmen has become more and more to look to New Orleans for supplies and outfitting. A number of heavy orders are now pending with the mill supply firms of the city.

Household Hardware to the country has already begun to move, although the orders for Summer materials have been somewhat delayed this Spring. Wire nettings, screens, refrigerators, etc., are the leading articles.

THE CITY TRADE AND GENERAL OUTLOOK.

The feature of the city trade just now is an unpleasant one, and is the diminution of the ship chandlery business. This is largely controlled by one or two firms, of which Woodward-Wight & Co., also general Hardware dealers, is the leading establishment. The cessation of grain exports through the currency of war prices, and the reduction of cotton movement through the short crop, have combined to greatly curtail the number of ships entering the port, and it would seem that those ships entering the port have deemed it best to be prepared for all contingencies elsewhere.

Another feature scarcely better is the condition of the building trades which have stopped all local demand for Building or Structural Hardware or for tools, etc. The carpenters, lathers, plasterers, painters, sheetmetal workers, and hod carriers are upon a strike, and a general tie-up of the building trades is scheduled for an immediate issue unless the employers accede to the union demands. Over $6,000,000 of scheduled work is waiting for this strike to be settled, while $3,000,000 of contracts in course of operation are tied up now.

Household Hardware is the most popular local line, and the housekeepers of the city are keeping the retailers busy filling orders. Summer goods of all kinds are selling, and selling well.

HOW TO HANDLE IT.

To vehicle, implement and Hardware dealers, developments of the past week in transportation lines have been of peculiar interest. The Louisiana Railway & Navigation Company has completed its arrangements for the erection of its elevators and terminals in New Orleans and for handling its bulk and heavy freight. This has been taken to mean that the road expected to complete connections with its virgin Northwest and Southwest Arkansas territory before the passing of the next Autumn. The completion of the road will allow New Orleans to cut into territory hitherto held by St. Louis and Dallas. Meantime the Frisco, which is to open all Eastern Arkansas and upper Eastern Louisiana, has arranged for additional facilities upon the river front in New Orleans, and is making rapid progress toward entering New Orleans.

The bearing of this upon the lines mentioned is already evident. The big mill supply and wholesale Hardware jobbers are already flooding the territory with their pamphlets and literature, and traveling men are to leave New Orleans within thirty days from A. Baldwin & Co., Stauffer-Eshleman & Co., Fairbanks Agency and John Deere Plow Co., to handle this extra territory and whip it into shape for New Orleans during the coming season.

With these developments toward the North and Northwest, eyes have also been turned toward the South and the export trade. It is reported that the Southern Railway, through the Louisville & Nashville, is to inaugurate a steamship service to South and Central America before the end of the coming season. This steamship line is to handle the business of the New Orleans & Northwestern, the Louisville & Nashville, and the Queen & Crescent. This line will compete directly with the United Fruit Company in taking exports of Hardware, etc., into the Central American and Columbian ports, and with the Mexican-American Steamship Company to Tampico and Vera Cruz.

The first sailing of the new Scandinavian Line will occur during the coming week. It is said that a large consignment of agricultural implements has been obtained from the Harvester Agency, and from the Moline Agency, which is handling some export business for the home office.

Evidence taken before the Interstate Commerce Commis-

(Concluded on page 36)

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SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

We present herewith the complete programme of the Fourteenth Annual Convention of the Southern Hardware Jobbers' Association, which will take place at Atlanta, Georgia, commencing Tuesday, May 24, and continuing to Friday, May 27:

Programme.

MORNING SESSION—TUESDAY, MAY 24, 1904.

Convention Hall—Kimball House Ball Room.

Delegates and visitors will please assemble promptly at 9.30 A. M. The manufacturers, their representatives and the ladies are cordially invited to this Session.

Meeting Called to Order by the President.

Prayer:—Rev. H. S. Bradley, D. D., Trinity M. E. Church, South, Atlanta, Ga.

Roll Call.

Chorus—"America."

Address of Welcome by the President.

"Here's Our Hand"—Hon. Evan P. Howell, Mayor, Atlanta, Ga.

Response—J. C. Birge, St. Louis, Mo., President American Hardware Manufacturers' Association.

Address of Welcome to the Manufacturers—W. W. Webber, Webber-Ayers Hardware Co., Ft. Smith, Ark.

Response—S. G. Gilfillan, Belfont Iron Works Co., Ironton, O.

Report of Reception Committee—Irby Bennett, Chairman, Winchester Repeating Arms Co., New Haven, Conn.

Introduction of New Members, Visitors and Guests.

Impromptu Addresses.

Informal Reception of Manufacturers, Jobbers and Their Representatives.

(During this reception each person is requested to register in the Association's Official Register, at which time the Sergeant-at-Arms will distribute, one to each person, the badges prepared for those in attendance at the Convention.)

All delegates and visitors are earnestly requested to remain in the Convention Hall until adjournment.

AFTERNOON SESSION—TUESDAY, MAY 24.

Executive—for jobbers only.

Meeting called to order promptly at 2.30 P. M. in the Breakfast Room of the Kimball House.

Reading of Minutes of 1903 Convention.

Annual Report of the President.

Report of the Secretary-Treasurer.

Report of Transportation Committee.

Report of Press Committee.

Report of Grievance Committee

Report of Manufacturers' Committee.

Report of Membership Committee.

Report of Supply Committee.

Report of Metal Committee.

Report of Executive Committee.—Read by O. B. Barker, Lynchburg, Va.

Appointment of Special Committees.

Communications.

Miscellaneous Business.

Discussion of Executive Committee's Report.

"Our Association. What Shall Be Done to Nurture It?" General discussion opened by R. D. Warren, Benedict, Warren & Davidson Co., Memphis, Tenn.

Each speaker limited to five minutes.

Opening of Question Box.

General discussion.

All delegates are earnestly requested to attend this session and remain in the Convention Hall until adjournment.

EVENING—TUESDAY, MAY 24, 1904.

Theatre Party.

MORNING SESSION—WEDNESDAY, MAY 25, 1904.

Executive—for jobbers only.

Meeting called to order promptly at 9.30 A. M. in the Breakfast Room of the Kimball House.

"The Hardware Jobber. His Worst Enemy."—J. H. Weddington, J. H. Weddington & Co., Charlotte, N. C.

Open discussion. Each speaker limited to five minutes.

"What Our Association Has Done for Its Membership, and What Is Yet to Be Accomplished."—J. D. Moore, Moore & Handley Hardware Co., Birmingham, Ala.

Open discussion. Each speaker limited to five minutes.

Opening of Question Box.

General discussion.

AFTERNOON SESSION—WEDNESDAY, MAY 25, 1904.

Joint Session of Jobbers, Manufacturers and their Representatives, the Southern Hardware Jobbers' Association being the guests of the American Hardware Manufacturers' Association.

Convention Hall, Kimball House.

Meeting called to order promptly at 2.30 P. M.

"Catalogue House Competition."—S. Norvell, Norvell-Shapleigh Hardware Co., St. Louis, Mo.

"The Necessity of a Closer Affiliation of Jobber and Retailer."—W. P. Bogardus, President The National Retail Hardware Dealers' Association, Mt. Vernon, O.

Open discussion. Each speaker limited to five minutes.

"Rebates and Restrictive Prices from Manufacturers of Association Goods vs. Open Market."—From a Jobber's Standpoint.—John Donnan, W. S. Donnan Hardware Co., Richmond, Va.

—As Viewed by the Manufacturers.—Reply by a member of the American Hardware Manufacturers' Association.

Open discussion. Each speaker limited to five minutes.

"Should Not Manufacturers Protect the Jobbers against Radical Declines Brought about by Disagreements in Their Own Associations?"—Discussion opened by J. C. Sproull, Anniston Hardware Co., Anniston, Ala., and also by a member of the American Hardware Manufacturers' Association.

Open discussion. Each speaker limited to five minutes.

Opening of Question Box.

General discussion.

EVENING—WEDNESDAY, MAY 25, 1904.

Smoker—Dining Room, the Kimball House, 8.30 to 12.00. Complimentary to Delegates and Visitors. Tendered by the Reception Committee.

MORNING SESSION—THURSDAY, MAY 26, 1904.

Executive—For jobbers only.

Meeting called to order promptly at 9.30 A. M. in the Breakfast Room, Kimball House.

Discussion of Committee Reports.

"Increased Expense Account and How to Reduce It."—Discussion opened by H. L. Anderson, Anderson Hardware Co., Atlanta, Ga.

Open discussion. Each speaker limited to five minutes.

"Employees Mutual Benefit Associations."—Discussion opened by J. Norman Wills, Odell Hardware Co., Greensboro, N. C.

Open discussion. Each speaker limited to five minutes.

Opening of Question Box.

General discussion.

AFTERNOON SESSION—THURSDAY, MAY 26, 1904.

Open Session.

Convention Hall—Ball Room, Kimball House.

Meeting called to order promptly at 2.30 P. M.

"Suggestions to the Buyer from the Traveling Man"—Frank Guildener, Sargent & Co., New York City.

"The Injustice of Associated Manufacturers Withholding Premiums from Jobbers on Account of the Purchase of Goods Other than Their Manufacture."—Discussion opened by Lee Richardson, Lee Richardson & Co., Vicksburg, Miss

Open discussion. Each speaker limited to five minutes.

Opening of Question Box.

General discussion.

EVENING—THURSDAY, MAY 26.

Banquet at Kimball House, Tendered by the Manufacturers.

MORNING SESSION, FRIDAY, MAY 27, 1904.

Executive—for jobbers only.

Meeting called to order promptly at 9.30 A. M. in the Breakfast Room, Kimball House.

Unfinished Business.

Miscellaneous Business.

General Discussion

Reports of Special Committees.

Election of Officers.

Selection of Place for Next Annual Convention.

Adjournment.

AFTERNOON—FRIDAY, MAY 27, 1904.

Trolley-Ride and Barbecue. Tendered by the Atlanta Jobbers to the visiting Jobbers, the Manufacturers, their Representatives, and the Ladies.

Street cars leave the Kimball House promptly at 11 o'clock A. M.

The programme has been prepared in a manner that will leave nothing to be desired by the delegates for whom it is intended. Every care has been taken that all the information that could be sought for will be found within its pages. In addition to what we present herewith, the full list of officers, committees and membership is included; the hotel rates of all the Atlanta hotels that have been agreed upon; the railroad rates from all points, and is concluded by a short and concise history of the Southern Hardware Jobbers' Association that has been carefully compiled and is so very complete, which will cause the souvenir programme to be preserved indefinitely.

AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION.

OFFICERS, HEADS OF COMMITTEES AND EXECUTIVE COMMITTEE.

President—Julius C. Birge, St. Louis, Mo., St. Louis Shovel Company.

Vice Presidents—F. S. Kretsinger, Cleveland, O., American Fork & Hoe Co.; George W. Corbin, New Britain, Conn., Corbin Cabinet Lock Company; Henry B. Lupton, Pittsburgh, Pa., Oliver Iron & Steel Company.

Secretary-Treasurer—F. D. Mitchell, Philadelphia, Pa., Bourse Building.

Advisory Board—(Composed of former Presidents)—Fayette R. Plumb, Philadelphia, Pa., Fayette R. Plumb, Inc.

Chairmen of Committees: Membership—Edward Ingalls, Newark, N. J., The Atha Tool Company. Reception—Henry B. Lupton, Pittsburgh, Pa., Oliver Iron & Steel Company. Grievance—Oliver Williams, Catasauqua, Pa., Bryden Horse Shoe Company.

Executive Committee—C. W. Asbury, Chairman, Philadelphia, Pa., Enterprise Mfg. Company; Robert Garland, Pittsburgh, Pa., Garland Nut & Rivet Co.; N. A. Gladding, Indianapolis, Ind., E. C. Atkins & Company; W. S. McKinney, Allegheny, Pa., McKinney Manufacturing Co.; George P. Hart, New Britain, Conn., The Stanley Works; Wm. M. Pratt, Greenfield, Mass., Goodell-Pratt Company; E. G. Buckwell, Cleveland, O., Cleveland Twist Drill Company; E. B. Pike, Pike Station, N. H., The Pike Mfg. Company.

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STOVES IN HARDWARE STORES.

Some Hardware merchants handle stoves and ranges. If all Hardwaremen knew how easily this line could be taken up and profitably sold, certain it is that more Hardware stores would carry a stock of these goods. If any class of Hardware could be called staple, especially for smaller city and country trade. certainly it would be stoves and ranges. Yet it is rather remarkable that upwards of one-half the Hardware dealers of the East do not handle them.

Stoves and heaters surely come under the general head of Hardware; and the Hardware store is the one where the buyer would naturally look for these goods. Yet there are in many cities and even large towns exclusively stove stores. In some of our Eastern cities it will be found that house-furnishing stores and even dry goods stores are working up a large business in goods that the Hardwaremen ought to control, and one such line is stoves. Let the Hardware merchant remember that every time a house-furnishing or dry goods store in any way enters his field, another wedge has been driven that will help to crack open the safe where the Hardwareman keeps his profits. And by giving these competitors a chance, by himself not fully covering the field, simply means that he is letting competition grow.

Some of the disadvantages to the stove business are quite apparent. The cost of distributing stoves is more expensive than some lighter and higher-priced goods, such as cutlery, tools, etc. Properly handling stoves would probably require at least an extra man. When a sale is made, the job is not considered as finished until the stove is set up—and some times a defective chimney will even then cause the dealer much trouble--and it is necessary for him to prove that the draft and not the stove is in the wrong. Then, too, it may be pointed out that the handling of stoves requires a large investment—that often they must be sold on installments—that no small amount of trouble is brought to the dealer in making his collections, etc. All this is true, but, on the other hand, the large business in stoves comes at a season when the regular Hardware business is dull. The sales made on stove repairs and fixings, of a good established stove trade, will pay the wages of an extra man—and if carefully looked after will show a good profit in addition.

Selling stoves and ranges will bring to the Hardwareman many new customers. When people begin housekeeping, one of the first things to be bought is the range. And to the Hardware store or house-furnishing store that sells that range will follow much other business from that same customer—and often the sale of that first range will result in a lifelong customer being made. The profit on stoves is good, while the profit from the sale of supplies is large. After the trade is once established the business is easily held. Ranges and stoves are always in demand; the goods are staple.

As in adding any new line, it is a good idea to put some one clerk in charge of that end of the business and let him keep thoroughly posted on the line. Get the right man, and the Hardware merchant will find the stove business a profitable adjunct to his regular trade. Care should be taken to get an agency for a well-advertised stove, and one that is high-grade. The best business can be built up on a line that will give entire satisfaction. More clean money can be made by selling the very best stoves, even if the price is somewhat higher than that at which an inferior grade could be sold.

As in every other business, one of the best advertisements a store can have is a pleased customer--this is especially true when a new line is being added—and even more true of a line such as stoves and ranges than of almost any other goods. For this reason it is of utmost importance to sell stoves that will give the best of satisfaction.

The Hardwareman should let the people know that stoves are being sold by him. He must advertise this branch of his business. In addition to the usual advertisement in his local paper, it will be found profitable to mail a small card or circular throughout his locality, announcing the fact that stoves have been added to his stock. Something like this will be found affective:

> The Progressive Hardware Co. takes pleasure in making the announcement that a complete stock of the famous "GOOD BAKER" RANGES has been added to their up-to-date Hardware stock. For Cooking Qualities these Ranges are unequalled. We take pleasure in showing and explaining why.
>
> The Progressive Hardware Co.
>
> "The Hardware Store."

It is a good idea in all the store advertisements to insert a line such as "The Hardware Store" or "Everything in Hardware" that the fact may never be lost sight of that Hardware is the store's business.

It will be found that in many ways the selling and handling of stoves will contribute directly and indirectly to the regular Hardware business. The experience of Hardwaremen who have added stoves and ranges to their business, and have carefully looked into the trade, and pursued some such method as outlined here, is that they could not afford to run their store without having stoves to sell, any more than without nails or screws. They consider stoves as staple Hardware.

Hammernail.

GOOD ADVICE.

President Mellen, of the New York, New Haven & Hartford Railroad, gave a striking address to the workingmen of Hartford. at their invitation, on April 28. He was himself, he said, a workingman, the son of parents who had to work. This was the age of the workingmen. Modern industrial combinations were creating more high positions than men could be found to fill. He had no prejudice against unions, though he would not consent to discrimination between union men and non-unionists. "My advice to you who have families, who have a stake in the world, is to join your unions and make yourselves felt in them. Be always a force for conservatism. Your apathy is the opportunity of the demagogue, the anarchist, the floater, who has nothing to lose. I desire to go on record here in declaring that arbitrary, unreasonable exercise of power by those temporarily in authority is as offensive to me as to any of you. and I am disposed neither to countenance nor condone it." "The trouble with unionism," he said, "is its intolerance. * * * The cry of 'The union or the hospital' has its counterpart in that of the older one of 'The Church or the stake.'" He thought no one interest had done more to promote the trusts than organized labor. It had forced them into existence for protection from exaction. Conservative leaders must replace the hotheads if the unions were to avoid defeat.

"The great progress made by organized labor, to my mind, has been not by securing an increase of wages here and there, but by attracting the attention of such minds to a study of the conditions that have produced the present state of unrest. * * * Cease to be suspicious of the man who has been able to pass you in the struggle of life. * * * The rich man of today can accomplish less than at any time in the history of the world, and the restrictions placed about him are growing greater with every year * * * What is the end to be accomplished by us one and all in the life we lead here? Is it that we shall rob each other like brutes by the exercise of force, as too many seem to think; or shall we as we go along help each other, reason out our difficulties, bear with each other?"

SUNDAY A DAY OF REST IN SPAIN.

The law recently approved making Sunday a day of rest has been published. Manual labor is prohibited. Work on Sunday will be permitted only when absolutely necessary, the hours to conform with the regulations. On no account are women or persons under 18 years of age to be employed on said day. The law will be put in force within six months.—*R. M. Bartleman, Consul, Cadiz, Spain.*

♣

Mrs. Newed—Norah, my husband and I have both noticed that all the neighbors stare at us very hard. I hope you haven't been telling anybody that we are newly married?

Norah (a local simple)—Me tell 'em, mum? Agin your express orders? Why, whinever anybody thried to pump me, I told 'em you wasn't married at all.—*Scraps.*

♣

The girl we all like knows nothing of love, but is willing to learn.—*Life.*

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THE IRONMONGERY BUSINESS IN SOUTH AFRICA.

By GEORGE CECIL.

A FINE DEMAND.

Properly worked, the ironmongery trade in South Africa is capable of yielding very large profits, for the demand for Hardware all over the country is immense, whilst the present facilities for supplying it are small. Indeed, the retailers in the big cities, such as Capetown, Johannesburg and Pretoria, are often at their wit's end to satisfy the demands made upon them by their customers. Farming operations are sometimes suspended for weeks together—owing to the inadequate stock of spades and hoes available; similarly, housewives have to do without pots and pans at critical moments, and plumbers and carpenters are obliged to decline urgent work for lack of suitable tools. As may be imagined, all this leads to considerable inconvenience, dislocation of business, wear and tear of temper—and general profanity.

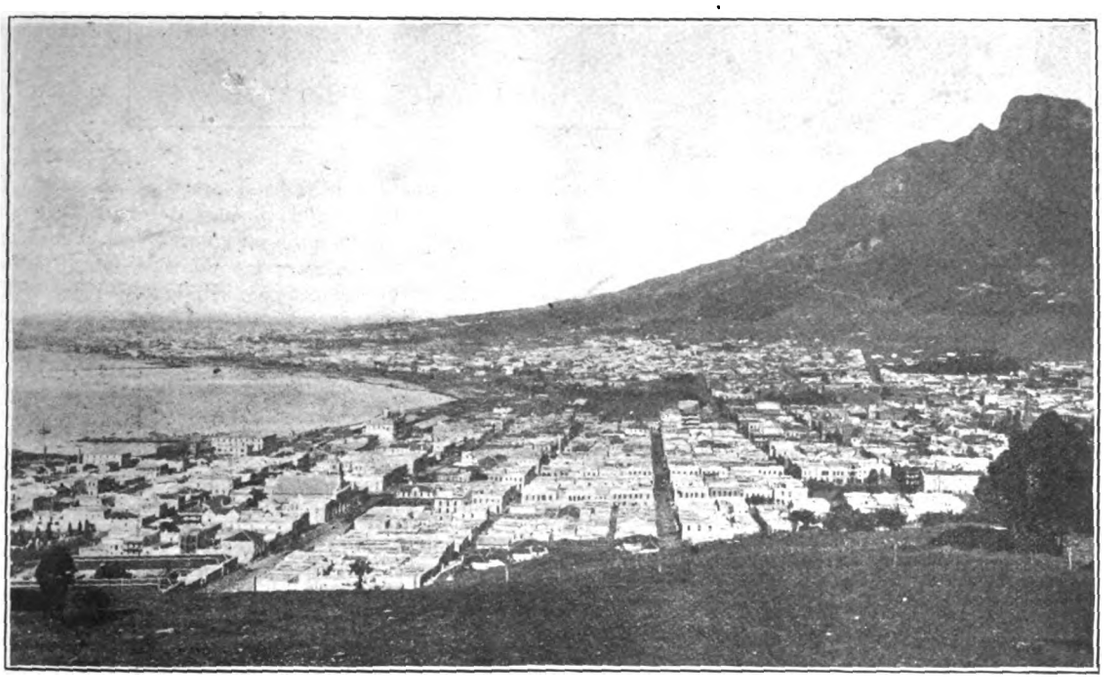
BAD BUSINESS METHODS.

The stupid fashion in which the average South African tradesman conducts his affairs is largely responsible for this unsatisfactory condition of things. Instead of intelligibly anticipating the demands likely to be made upon him—and providing against these before hand, he waits until his stock has become practically exhausted before he begins to think about replenishing it. Then, one fine morning, he wakes up and sends frantic cablegrams to the manufacturers in England and America for fresh supplies. Of course, it takes weeks before these arrive, and when they do put in an appearance it is generally too late for them to be of any use. The stock thus acquired accordingly remains on his hands, and he has eventually to dispose of it at a loss. Another fatuous practice common among the local retailers is to ignore their customers' requirements and send for the wrong sort of goods altogether. Thus, if hammers and nails are urgently required in a certain district, they import at great expense a vast quantity of crow bars and rakes. Even if they do display sufficient intelligence to procure hammers and nails, or whatever it is that is wanted, they purchase an unsuitable description. The fact is, the average Hardwareman in South Africa has a rooted antipathy to taking trouble—he wants to make a fortune without working for it. The British Colonies are the last places in the world where this can be done.

Quite lately the English Board of Trade despatched a special commissioner from London to study the industrial conditions of South Africa. In his report on the subject this matter of commercial apathy was fully discussed. The commissioner, however, paid a high tribute to the American firms doing business in the country. Nearly everyone of these, he observed, conducted their affairs with an intelligence and enterprise infinitely in advance of any such qualities displayed by their competitors of other nationalities. He also stated as his firm conviction that the Hardware trade was capable of much further development, especially in the "up country" districts.

TRADING OBSTACLES.

After the singular business methods already referred to, the chief obstacle in the way of building up a profitable ironmongery trade in South Africa is the non existence of suitable transport. The local railways, for example, are slow, while their spheres of operation are very limited. Their freight charges, too, are extremely heavy, whilst this is also the case with regard to the steamship companies. It is a fact, however, that it costs less to import goods from America than it does from England, as the various British lines catering for the South African market are about a hundred years behind the times; the United States lines, on the other hand, are up-to-date. Instead of seeing that the proper thing to do is to reduce their charges to reasonable dimensions, the English shipowners bitterly complain about "unfair competition;" similarly, the manufacturers bewail the "lack of patriotism" evidenced by the consumers. This, of course, is the merest moonshine, for the colonist naturally sees no reason for spending more money than is necessary. His aim—like that of any other sensible person—is simply to get the best goods at the lowest price, irrespective of whether they have been manufactured in England or America.



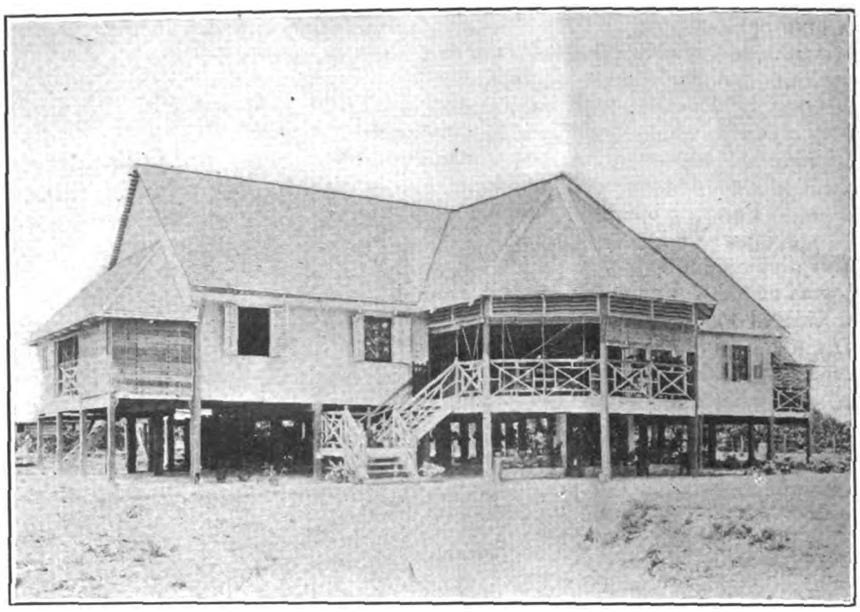
VIEW OF CAPETOWN.

LOCAL MARKETS.

The centre of the ironmongery trade in South Africa is at Capetown, and all the leading stores have their premises in Alderley Street, the principal thoroughfare. It may be added that Alderley Street thinks a great deal of itself. To be candid, however, it would not do more than equal a fifth rate street in a sixth rate American city—the prevailing architecture, for example, would give any man of taste a series of fits. The lighting, too, is disgraceful, and an excursion from one side of the street to the other is apt to land the unwary pedestrian into the middle of an open sewer. Capetown, however, is very proud of it, and thinks that it is unequalled for beauty combined with convenience either in this world or the next. Other thoroughfares favored by local ironmongers are Market Street and Green Point Street. The buildings in which they do their business are for the most part commodious and well appointed.

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The Capetown Hardware merchant finds many of his best customers in the surburbs. Among the most popular of these is Wynberg, about nine miles away from the city, which is connected with the Metropolis by a fairly efficient railway line. It is worth noting that the Dutch farmers, who live in the neighborhood regard a train as an invention of the Evil One and always travel in cumbersome ox wagons. It is quite a common sight to see a long line of these waiting outside a store, and when they have been loaded up with purchases they start off again to an accompaniment of much whip-cracking, mingled with the oaths of the Kaffir drivers. Sometimes an insecurely fastened collection of pots and pans falls with a vast clatter into the roadway, and considerable delay ensues before they are placed in position once more.



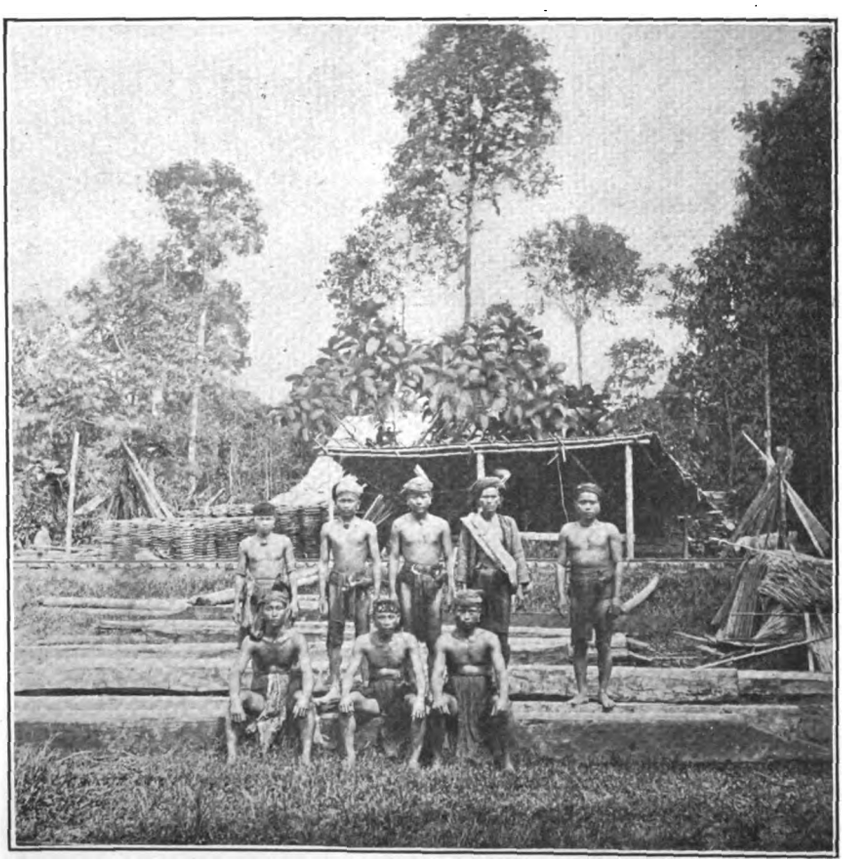
IRONMONGER'S RESIDENCE.

THE TRANSVAAL.

Where commerce is concerned Johannesburg affects to turn up its nose at Capetown, but there is some reason for this uncomplimentary attitude towards the older city, since it undoubtedly does twice as much trade. As a town however, it is a horrible place to live in, being afflicted all the year round with violent sandstorms and every other drawback that makes life in South Africa a purgatory. The residents are confined almost exclusively to people interested in gold mines, though a few miles away from the city there is a large farming community.

ADDITIONAL BUSINESS CENTRES.

Other places in South Africa where the enterprising ironmonger can do a brisk trade are Pretoria, in the Transvaal, Durban, in Natal, and Bloemfontein, in the Orange River Colony. These are all important towns and afford a ready market for the sale of every description of Hardware from frying pans to fire grates. Kimberley, King Williamstown and Port Elizabeth are also worthy of attention, and profitable business is sometimes done with the small "up country" towns of Mafeking and Bulawayo. In trading with the remoter villages and solitary farm houses it is the custom to send round a wagon load of samples for the inspection of the prospective buyers. It is necessary to despatch with it



GROUP OF NATIVES, NOTED AS SHARP BUYERS.

(*Continued on page 35*)

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Our EC---Edgewood Design

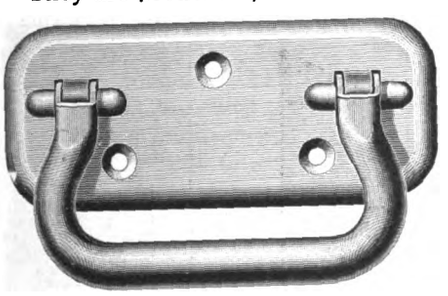


Is a Particularly Good Seller

It is made in wrought steel and wrought bronze and is a very attractive, low-priced design; the Escutcheons are made in several sizes. Both Oval and Round Knobs can be furnished as well as the other trimmings needed to fit out a building. Your jobber can supply you with this design promptly.

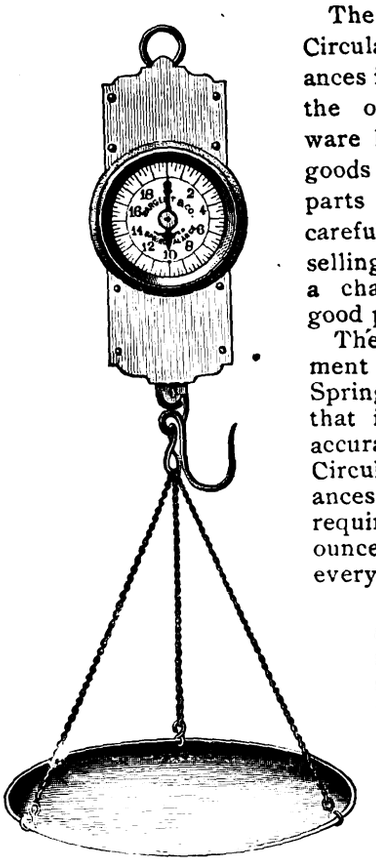
Steel Chest Handles

Order a sample lot and display them; you will find that they sell.
They are profitable, too.



We make three sizes in all the desirable finishes, and also have them ornamented and with difierent styles of plate. They are very strong.

Sargent's Spring Balances



With Enameled Front, Round Pan.

The purchase of Circular Spring Balances is a little out of the ordinary hardware line; they are goods with delicate parts and should be carefully selected. In selling them there is a chance to make good profit.

The first requirement of a Circular Spring Balance is that it shall weigh accurately. Sargent's Circular Spring Balances answer this requirement--sixteen ounces to the pound every time.

Again the balance must be strong in its construction so that it will withstand the wear and tear of almost continuous use. Sargent's Balances fill the bill in this respect—they are strong and durable.

Finish goes a long way in these goods and the finish of our balances is first class; they are made in a variety of styles, with brass front and enameled front, round pan and square pan. All are warranted.

We make also Pocket, Round and Straight Balances in various styles, also Scale Beams.



Sargent's Gem Food Chopper

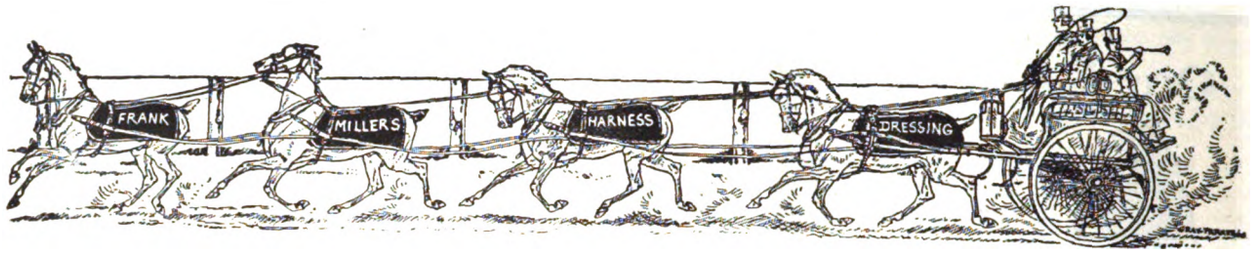
Do not put it on the Top Shelf Now.

'Tis true Summer is almost here, but we advertise the Gem in the magazines all summer, and the busy housekeeper finds much use for it in warm weather as she does in other seasons. The Gem Chopper Cook Book, which so many women are sending for, has numerous receipes which require the use of summer vegetables; it is during the summer that preserving and pickling are done and the Gem is indispensable at that time. So keep it to the front; you will find that it is a steady all-the-year seller.

SARGENT & COMPANY, Manufacturers

NEW HAVEN, CONN. NEW YORK PHILADELPHIA BOSTON CHICAGO

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OLDEST. ESTABLISHED 1838. LARGEST.

THE PREPARATIONS FOR USE ON HARNESS KNOWN AS

"THE STANDARD OF THE WORLD."

OUR PREPARATIONS ARE UNIFORM IN QUALITY, AND THE QUALITY THE BEST.

IT PAYS EVERY DEALER TO HANDLE AND EVERY CONSUMER TO USE OUR GOODS.

HIGHEST AWARDS
CENTENNIAL, 1876.



HARNESS OIL.

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



CARRIAGE TOP DRESSING.

Gives an Elastic, Durable, Waterproof Gloss, and is positively safe to use on finest stock.

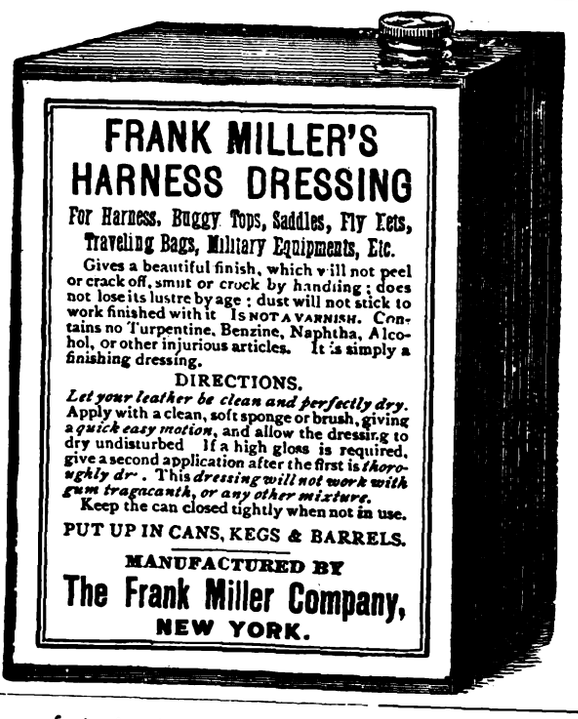


HARNESS COMPOSITION.

Cleans, Oils, Finishes.

FRANK MILLER'S HARNESS DRESSING.

The very best article of its kind. Unequalled for use by both manufacturer and owner of harness. Is used by nearly all Harness Manufacturers in the World.



Beware of imitations and all articles that are sold as being as good as "Frank Miller's."

Supply your Customer with the BEST, and hold his trade

HIGHEST AWARDS
WORLD'S FAIR, 1893.



IXL HARNESS OIL.

Second in Quality only to our Frank Miller's Harness Oil. Superior to all others.



AXLE OIL.

Superior to Castor Oil, lasts longer, and will not gum.



HARNESS SOAP.

Unrivalled for cleaning, softening and blacking Harness. Imparts a fine finish, which will not soil the hands or gloves.

Manufactured By

The FRANK MILLER COMPANY,

EUROPEAN OFFICE:
Tower Chambers, Moorgate,
LONDON, E. C.

OFFICE AND FACTORY:
349 and 351 West 26
NEW YORK, U. S. A.

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(*Concluded from page 34*)

a commercial traveller capable of speaking Dutch, for the average farmer's acquaintance with English is usually of a very elementary description.

TRADE TRICKS THAT WON'T WORK.

A common mistake made by Hardware merchants desirous of establishing a trade in South Africa is that the inhabitants of the country districts are little better than lunatics and that they will believe anything that is told them by a pushing salesman. This is not at all the case, for they are in reality exceedingly shrewd business men, given to driving hard bargains, and insisting on being supplied with goods answering to the scheduled description. Accordingly, to attempt to palm off on them anything of a second rate quality is simply a waste of energy. No Dutchman will conclude a transaction until he has looked at least twice at his money and three times at what he proposes to buy.

DELIVERY OF GOODS.

The chief demand in South Africa for ironmongery goods is for farming implements. There is also a ready sale for carpenter's tools, kitchen utensils, locks and bolts, lamp fittings, safes, bells, tin deed boxes and cutlery. All such goods have to be delivered free to the nearest railway station, but from this point to his own address the carriage is paid by the purchaser. The usual practice is for the customer to send his servants and wagons to fetch them from the station. Of course, in the case of customers living in the same town as that in which the store is established, no charge at all is made for forwarding goods. Packing cases, however, have to be returned, or their cost made good.

TRADING SYSTEM.

Ready money is paid almost invariably, for the credit system scarcely obtains at all. This circumstance prevents a tradesman making bad debts and materially assists to keep him on the right side of the Bankruptcy Court. Needless to say the discount that is allowed for prompt settlement appeals favorably to the frugal minded "Africanda." Another business custom—and one recently introduced into the country by American firms—that has gained much favor is that of sending goods on approbation. The reflection that he can inspect an article at his leisure before actually putting down cash for it proves almost irresistable to the average farmer. It gives him, too, a great idea of the integrity of the firm seeking his patronage.

MISTAKES OF ENGLISH FIRMS.

It is not at all improbable that one of the reasons why British firms doing business in South Africa refuse to conform to this practice is because their goods seldom stand the test of detailed examination. In the report of the Board of Trade Commissioner, of which mention has been made, special attention was drawn to this:—cases, it was pointed out, continually occurred of improper descriptions being applied to articles indented for; the accompanying invoices also frequently proved quite incorrect. People who live in the country districts of South Africa have necessarily to depend to a great extent on the probity of the commercial houses they patronize, and they are also obliged to order the majority of their supplies by catalogue. When they find that these are not drawn up with a strict regard for accuracy—and that the discrepancies are always against the customer—they naturally object to dealing with firms that adopt such tactics. They find, however, that the American firms can be fully relied upon, and accordingly give them their patronage.

MILITARY CUSTOMERS.

The Hardware merchants in South Africa find excellent customers in the military authorities, for the various barracks and regimental establishments scattered throughout the country require a large stock of ironmongery every year. The greatest demand is for tin brackets, zinc tubs, door handles, window-fittings, locks and keys, cutlery, and plates and basins of enamelled iron—for soldiers are remarkably destructive of such articles. As a rule tenders are invited for the supply of such goods for a term of three years at a time. They are particularly advertised for in the leading papers and are issued at Capetown under the authority of the General Officer Commanding the Military Forces in South Africa. The main essential in carrying out these contracts satisfactorily is ability to supply first class goods and to deliver them promptly. The business is a very remunerative one, and there is keen competition among the local firms to secure it.

RAILWAY AND MINING CUSTOMERS.

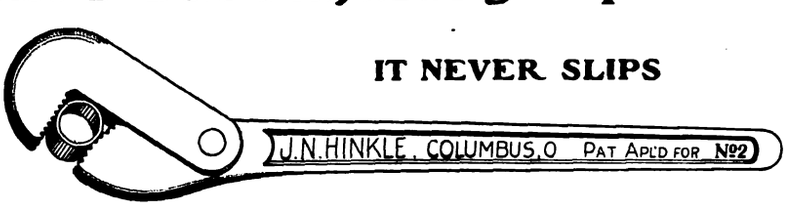
Large orders are also given to ironmongery houses in South Africa by the railway and mining departments. The former of these is controlled by the Government and the latter by private enterprise. Several American firms in the Transvaal and elsewhere have already established a sound connection with this business and are extending it rapidly. When carried out on the proper lines there is a lot of money in this class of trade:—the profits, however, would even be larger were it not for the freight charges generally imposed. Before very long, fortunately, these will be reduced considerably.

WESTERN BRASS MFG. WORKS.

Western Brass Mfg. Works, 63-65 South Canal Street, Chicago, Ill., in their 1904 catalogue exploit their line of brass, bronze and iron Hardware for architects, builders, and makers of store, office, cabinet and saloon fixtures, including arm stair and foot rails with patent lifting or stationary brackets, railings, refrigerator trimmings, latches, hinge-pulls, etc., etc., all of which they manufacture and carry in stock. The catalogue contains 94 pages, is well arranged and described and is profusely illustrated. All of their Hardware can be had in any metal and finishes. All their latches and hinges are made for flush or overlapping doors. Hinges can be had with brass or steel fast pins, or with ball tips and loose pins. The above-mentioned catalogue represents only a few of the goods manufactured by the Western Brass Mfg. Works; other designs and styles can be had on application; also special work of all descriptions; pattern making and experimenting. They state "No order too large for our capacity, none too small for our best attention." The book will be found useful to those interested in this line and may be had upon request.

Hinkle's Self-Adjusting Pipe Wrench

No Small Screws to Break, No Repairs to Make.



IT NEVER SLIPS

Forged from the Best of Tool Steel and of two parts only, head and handle.

The Best, Strongest and Most Durable Wrench Made. Neat, Compact and Easily Handled.

Grasps and Lets Go Instantly, thus Saving one-fourth the Time and Labor Used in Adjusting Old-Style Wrenches.

EVERY WRENCH GUARANTEED TO GIVE SATISFACTION

EXCLUSIVE SALE GIVEN

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(*Continued from page 30*)

sion at its meeting held recently relative to storage charges inflicted by the Southern Railway in South Carolina and Georgia is thought by local dealers to tend toward a cessation of the discrimination against New Orleans which this road has exercised in the so-called Southeast territory.

GREATER NUMBER OF JOBBERS IN THE COUNTRY.

Good crops during the past season, and prospects for a large crop in the season to come, has resulted in a wonderful increase in the number of persons and firms who have qualified themselves to take advantage of jobbers' rates and freight tariffs. The trade of the city is particularly commenting upon this, and upon the increased stocks which are being carried in many of the towns of Louisiana and Mississippi.

These features are peculiarly applicable to the larger towns of the cotton belt. Jackson, Miss., is said to have increased the stocks it is carrying at least 40 per cent. over the stocks carried in 1903. Alexandria, La., and Shreveport, La., and Vicksburg, Miss., are all said to be in this category, while Hattiesburg, Gulfport, McComb, Crowley, Franklin and other towns in the two States are also larger distributors of material than ever before.

This increased trade has benefited New Orleans, save with Jackson, Miss., which has exceptional railroad facilities to St. Louis, Birmingham, Chattanooga, and other centers of the manufacturing interest. As a result she has been able to procure rates which rather discount the advantages which New Orleans has to offer.

THE CAPETOWN EXHIBITION.

There is every indication that the International Industrial Exhibition, promoted by the Traders' Markets and Exhibitions, Ltd., to be opened on Green Point Common, Capetown, South Africa, in November next, will be a great success. Indeed, the space at the disposal of the promoters has been found to be so limited that additional facilities are actually being sought for the convenience of intending exhibitors. British manufacturers will, of course, be well represented, but there appears to be an unexpected demand from Belgium, France and Germany. This latter will be counterbalanced, to some extent, by Colonial requirements, which are not by any means inconsiderable. One of the directors of the Exhibition Syndicate, in fact, is already in Canada in order to arrange business with manufacturers in the Premier Colony. Another director is in charge of the catalogue, which promises to be extremely voluminous. J. W. Jagger, M.L.A., Chairman of the Associated Chambers of Commerce of South Africa, has been elected chairman of the advisory committee in Capetown of the Exhibition, and has consented to act in that capacity.—*British and South African Export Gazette.*

AGRICULTURAL STATION IN MEXICO.

Wm. W. Canada, Consul, Veracruz, Mexico, under date of March 14, 1904, says:

The Mexican Government has conceded to one of the numerous plantation companies on the Isthmus of Tehuantepec the privilege of establishing an experimental agricultural station, to be managed as such stations are conducted in the United States. The parties interested in the enterprise will invest an amount sufficient to cover the cost of erecting the necessary buildings. The Government is then to make an annual appropriation of $10,000 Mexican currency ($4,430,000) for its maintenance for five years, during which time the institution will be under the control of the plantation company. At the expiration of that time the station becomes the property of the Government. Experiments are to be made in all lines of agriculture by the owners of the plantation. Other planters desirous of making use of the facilities offered will be required to pay for the services rendered, until such time as the property becomes a Government institution, when it is to be managed in the interests of and free of charge to the general public. However, the promoters of the scheme will issue and distribute a monthly bulletin gratis to all planters.

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A COLONIAL TUBAL CAIN.

Written for HARDWARE.

Joseph Jenks, the first American smithy, was a man of many parts. He cast pots and kettles, made dies for coins, turned out shackles and hatches for pirates, "a fire ingin" for ye town of Boston, promoted the first iron trust, lobbied in the halls of the honorable General Court of Massachusetts, dug bog ore and made it into iron, violated the Puritan law by staying away from church, saved his son's head which was endangered by a charge of treason, served as governor and did divers other things of greater or less import, as well as establishing an industry which is great, varied and prosperous to-day. So Joseph Jenks, despite his commonplace name, was a mighty man.

Of good old English stock Jenks came, and suggestive enough of his calling, he was born and reared as a smith in Hammersmith, ENG. He came to this country in the early part of the 17th century, soon being one of its early settlers, and he settled in Lin, now Lynn, Mass., the Queen Shoe City of the world. He became a most valuable man in the colony, for, as might well be imagined, housewives' pots and kettles and mechanics' tools were as rare in the villages of the new country as is Radium to-day, and Jenks set about to relieve this scarcity. He established his forge on the banks of the Saugus River, whose bogs contained much iron ore, and there began his tasks which brought him fame and fortune, as such prizes were in colonial days. By the crudest methods, he extracted ore from the river mud, and from it he first cast an iron kettle which is still preserved as a priceless relic among his descendants in Lynn to-day.

But plain Joseph Jenks, though he began by casting an humble kettle, was an ambitious and shrewd man, shrewder than the canny Carnegie, the giant Morgan or the erratic Schwab, or other iron masters and kings of finance of to-day. He organized a trust and monopoly that makes their efforts look like a game of Pit. He promoted a "Company of Undertakers," and, in 1645, he obtained from the General Court of Massachusetts such vast grants as the sole privilege of making iron, and the exclusive rights to all iron mines then known or afterwards discovered within the jurisdiction of the Court. Lucky for Massachusetts, no rich deposits of iron ore were discovered in her hills in Jenks' day. Incidentally, Jenks also got for his company exemption from all taxes, assessments and water public charges, and freedom of his workmen from the military services required of all men of that time. Also, he secured six grants of land, each of six miles square, in places which he might select as best adapted to iron working. Other trifling details he also obtained such as rights to waterways, highway and other little necessaries to his business. The franchises which corporations of to-day secure from legislatures are trifles compared with the gift which Jenks won. To obtain his privileges, Jenks represented that his "Company of Undertakers" was a public benefactor, as have trust magnates done likewise since, but the wise legislators of our forefathers' day, with more acuteness than their like of to-day, got a cinch on Jenks' schemes that bound him as a public servant. They require him to agree that he devote his abilities to developing iron workings, and they fixed a limit on his selling prices, that of iron itself being at $100 per ton, a reasonable price for those times. They also required him to provide places for devout worship by his workmen, having the same care for the spiritual welfare of the employees as legislatures have of their bodily welfare to-day. The books of the company were to be open to all people, but the company managed to freeze out the outsiders by requiring that each purchaser of stock pay a proportionate part of the money already invested and of the losses already sustained.

It appears that Jenks set himself to develop iron working as his agreement with the General Court provided. He built a foundry and machine shop on the banks of the Saugus River that was considered as important in colonial days as the U. S. Mint is to-day, according to ancient chroniclers. He first cast some pots and kettles and household utensils, which the Puritan housewives much needed for cooking corn, venison, and their puddings in the old-fashioned open fire places. Then he devoted himself to making tools of which the mechanics were in want. He invented a scythe, which the tillers of the soil considered "a marvelous ingin for cutting hay." He also made valuable edge tools. He devised a "sawemill" to go by water power. In gratitude for his efforts, the General Court provides that he might continue "for fourteen years without disturbance of any other's setting up a like invention, that so his study and costs may not be in vayne or lost." However, the shrewd colonial legislators again got a cinch on the inventor's neck by reserving the right to restrict the export of his product and, also, to moderate his prices, if need be.

Jenks next turned his mind to money-making, not piling up a surplus for his "company of undertakers" or watering stock, but by aiding the colonial government to mint much needed coins. He made the dies of the celebrated Pine Tree shillings, which Capt. Hull minted, tucking one into his own pocket for every ten that he minted. It was of these same shillings that the mint master gave his fair daughter, Betty, her full weight for her dowry, as Hawthorne tells the story. Coining this money was treason to the crown, by the way, but the bold colonists shrewdly made it look like a compliment.

Incidentally, be it understood, Jenks was twice married, he having buried one wife in old England, and found another in the New World. He had three sons and two daughters, and family troubles, like other fathers. His bold son and namesake chanced to remark, perhaps during a heated political argument at the smithy, that "were King Charles in this country I would like to cut off his head and use it for a football." This was treason to the crown, though good Puritanism, and all the talents of Jenks, Sr., were necessary to save the headsman of Charles II from doing to Jenks, Jr., as Jenks, Jr., would have done to the king.

The pretty young wife of Jenks, Jr., also transgressed the law, the Puritan code, by the monstrous crime of "wearing silver lace." The fair Esther was "presented to the Quarterly Court" for her crime, but it is not recorded that she was punished. It also appears that, along in 1651, Jenks then being governor, as well as a captain of industry, had a Baptist whipped thirty stripes, so severely that the poor victim had to rest on his hands and knees for a week, being sorely flayed to touch any part of his body to the bed, and in that humble attitude to consider the wisdom, or the folly, of departing from the legally prescribed faith and belief of the colony.

In 1654, the inventive Jenks made the first fire engine in the country, the selectmen of Boston contracting with him for "an ingin to carry water in case of fire." Tradition also adds its interest to the smithy of Jenks. One day, a strange, low cut, dark looking ship moored off the mouth of the Saugus River, and at night a boat load of pirates came up the Saugus, landed, and left a note demanding that a certain number of shackles, handcuffs and hatchets be left in a secret place, where a liberal quantity of silver would be found in payment for them. The goods were made and delivered and the silver taken in payment. The pirates evidently liked the locality so well that they made their headquarters in the woods nearby, at a place now known as the Pirate's Glen. But the king's officers speedily discovered and captured them, all but one, and hanged them. The one found refuge in Pirate's Dungeon, and lived as a hermit until a landslide swept retribution over him. In recent years, a dreamer, directed by spirits, endeavored to locate the grave of the pirate, and his buried treasure, and tunneled out a great hole in Dungeon Rock, but he only succeeded in creating a public amusement.

But, to return to the stern realities of the first smith's life, he was, on November 25, 1665, summoned to the Quarterly Court, which high tribunal admonished him for his failure to attend public worship. Perhaps Jenks was engaged in plans more vital to his worldly than his spiritual welfare, for two years later he petitioned the General Court for aid in

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establishing a wire factory, but he was refused the desired assistance. The star of the colonial Carnegie must have been waning at this time, for his proposal to coin money was also rejected, the General Court judging it "meet not to grant his request."

His iron works, started under such auspicious circumstances, also began to decline in value. Like other monopolies, the "Company of Undertakers" evidently thought it owned the earth and all there was in it, for it encroached upon the property and rights of others, and otherwise made itself obnoxious to the public mind. In particular, it allowed the water of its dams to overflow the fields of the farmers. The hardy tillers of the soil would not stand this trespass, and they sued the company, or, not caring to await the law's slow process, they cut the dams in the darkness of the night, and the water flowed from off their lands. The people also began to fear that the company might use up all the woods of the forests in their furnaces.

The company insisted on cash payments, which was contrary to the colonial custom, and the General Court notified the company that, if terms of sale were not made more reasonsable, the people would get their iron in other places by "our corn and staves, etc." (payments were then made in corn, pelts, or other means of barter). It sagely argued, too, "that, if a man live where an ax is worth but 12d, yet it is never cheaper to him who cannot get 12d to buy one." In the opinion of the Court, money was never plentiful enough to supply the occasion, a common sentiment and experience to-day. Law suits against Jenks' company began to pile up so that one sturdy colonist remarked that the company, "instead of drawing out bars of iron for the country's use, hammered out nothing but contention and law suits." Outraged public sentiment became too great an obstacle for the welfare of the company and it died. Its ghost was revived in subsequent years, but in the middle of the 18th century all that Jenks built and dreamed of had disappeared and was buried beneath irregular mounds of bog ore. These mounds may still be seen along the banks of the Saugus to-day. Descendants of Jenks abound, and those who are acquainted with his history hold him a mighty man, even for a smith. Perhaps the trade of to-day may forgive his faults and look up to him as the father and founder of their prosperous industry, for in his life he played many parts. F. A. G.

CATALOGUE SHOULD STATE PRICES.

Paul Nash, Consul-General, Bangkok, Siam, in a recent letter, says:

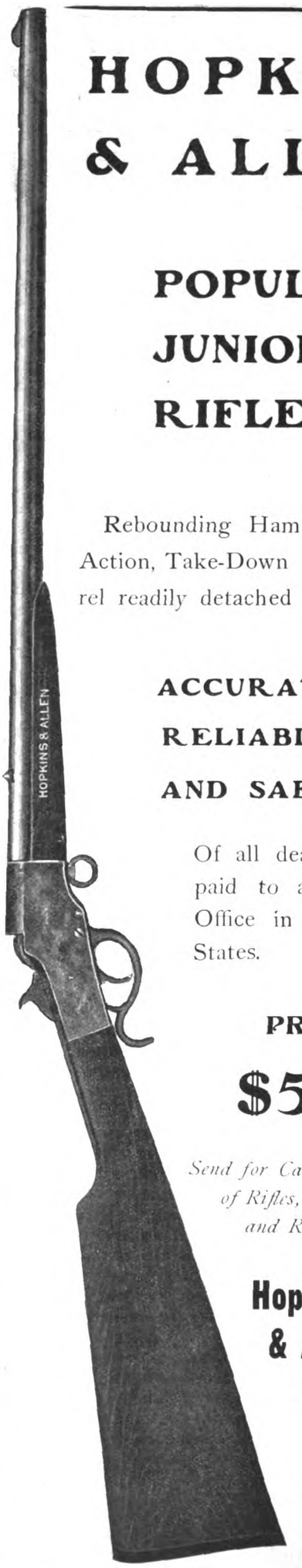
I have had many complaints from prospective buyers that in the greater part of the catalogues issued by our manufacturers there are no price lists attached, but a note saying that such a list would be sent upon application. This means a delay of three months before an order can be given, and from five to six months more before the merchandise is received here. Under these circumstances it is not surprising that the merchant should prefer to order from catalogues where the prices and discounts are already stated. I am quite sure that if all our manufacturers would do this it would result in more frequent orders from the Far East.

✤

The American Sheet & Tinplate Company and the American Sheet Steel Company, of Pittsburgh, Pa., are issuing a series of Booklets, in the usual artistic style for which these companies are noted in their several publications. They are for the use of builders and dealers, and contain a brief history of Iron, especially in its application to Roofing. The contents embrace, under the head of "How to Construct a Tin Roof," a large amount of technical information regarding black and galvanized iron, steel sheets, roofing tin, etc. These booklets will be sent postpaid to any person interested who will forward his name, occupation and address to W. C. Cronmeyer, Advertising Agent of American Sheet & Tinplate Company, Pittsburgh, Pa.

✤

It is the unwritten poems and the unsung songs that make life endurable.



HOPKINS & ALLEN

POPULAR JUNIOR RIFLES

Rebounding Hammer. Lever Action, Take-Down Pattern, Barrel readily detached from frame.

ACCURATE
RELIABLE
AND SAFE

Of all dealers or prepaid to any Express Office in the United States.

PRICE
$5.50

Send for Catalogue No. 92 of Rifles, Shot Guns and Revolvers.

Hopkins & Allen Arms Co.
NORWICH CONN.

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REVIEW OF THE MARKETS.

WIRE NAILS. There is less eagerness manifested in the Wire Nail market than was expected to open the May demand, although deliveries on contracts already booked keep the mills busy enough to prove satisfactory, the market being exceptionally strong and steady. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$1.90
Retailers, carload lots	1.95
Retailers, less than carload lots	2.05

New York. The absence of labor disturbances makes the local market feel a greater degree of confidence, and while the demand is not of a hustling character, greater activity is looked forward to. Quotations are as follows:

Single carloads	$2.10
Small lots from store	2.20

CUT NAILS. The market on Cut Nails is not excessively brisk, a fairly light demand keeping quotations well sustained, the mills being kept busy on orders already in hand. On either Steel or Iron Nails, with no discrimination as to locality, quotations are as follows:

Carload lots	$1.75 base
Less than carload lots	1.80

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. The local demand is a normal one, remaining as previously quoted, with quotations as follows:

Carloads on dock	$1.89½
Less than carloads on dock	1.97½
Small lots from store	2.05

BARB WIRE. The mills are experiencing a slight slackening in the demand which enables them to catch up with their back orders. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.20	$2.50
Retailers, carload lots	2.25	2.55
Retailers, less than carload lots	2.35	2.65

SMOOTH FENCE WIRE. The demand has let up to some extent and as the mills have a lot of business booked for future delivery, they are able to catch up on their orders. Quotations are as follows, f.o.b. Pittsburgh, terms, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.80
Retailers, carloads	1.85
Less than carloads	1.95

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BINDER TWINE. The prices announced by the International Harvester Company have been generally adopted throughout the West. Eastern prices are, as a rule, ¼-cent less, caused by the difference in freight between Chicago and New York. It is expected that the demand will be largely confined to Standard Twine, with but little call for Manila. The market is quite firm at prices announced by the Harvester Company, as follows:

	Cents per lb.
Sisal	10¼
Standard	10¼
Standard Manila (550 feet)	11¼
Manila (600 feet)	12¼
Pure Manila (650 feet)	13¼

Five-Ton lots, ¼ cent less; carload lots, ¼ cent less. Kansas City, Minneapolis, Omaha, Council Bluffs, ¼ cent higher. Pacific Coast points, 1 cent higher.

CORDAGE. There is but little change in the market prices of Cordage outside of the fact that any quality of so-called "Manila" Rope can be obtained. The Pure Manila and Sisal Rope holds up well at prices previously quoted. The following quotations represent the market, the usual rebate of ¼-cent per pound being given to carload buyers:

Pure Manila, 7-16-inch and larger	12
⅜ inch	12½
¼ inch and 5-16	13
No. 2 Manila	10@11
Pure Sisal, 7-16 inch and larger	9¼
No. 2 Sisal, 7-16 inch and larger	8¼
⅜ inch	8¾
¼ inch and 5-16 inch	9¼
Lath Yarn, Medium and Coarse	8½
Jute Rope, No. 1	6½
No. 2	6

LINSEED OIL. The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels....43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE CLEVELAND TRADE.

"Winter lingers in the lap of Spring," and materially affects trade. We have been treated well so long that it seems like disaster to hear complaints. That wheat is injured in some sections is becoming manifest and has some influence. The United States Steel Co., failing to close its option for steel, has a depressing effect in that line. Unusual sadness is caused in Hardware circles in this city by the death of William Bingham, who was a leader in the trade and a citizen of high repute. Jobbing Hardware houses were closed in his honor during the funeral services. His manly life was an inspiration and his memory will be helpful. In many lines, factories are still unable to supply the demand for goods and this makes sales smaller. Purchasers want prompt shipment, showing that the demand is for use. Most dealers have been too conservative in buying which encourages the hope that if Spring ever comes, the demand will increase. It is a good time to keep up stock, as goods will be wanted in increasing quantities before the Summer months and parties having the goods will get the business. Amid the wreck of trusts, the country still lives and seems to be able to digest them. Notwithstanding the present depression of the steel trade, optimism is better than pessimism to predict the future. Bad crops may affect localities, but diversity of crops and extent of country will prevent disaster. Speculation based on short crops is usually unsafe.

The Lockwood-Taylor Hardware Co.

THE CINCINNATI TRADE.

The month of May opened in splendid shape in every way; the crops generally bid fair to be large, the farmers having planted extensively, Kentucky probably being the only one of the Middle States short on wheat. George W. Davy, financial agent of a big life insurance company, said: "There is less demand for farm loans through Ohio, Indiana, Kentucky, Tennessee and Georgia than I have ever known, but in Illinois, Wisconsin, Minnesota, Kansas, Nebraska, South Dakota and in Northern Missouri the demand for money on farm mortgages is almost unprecedented. Two years ago we loaned $750,000 in Iowa. Last year we loaned $3,000,000 and in Minnesota it ran about the same way." The fruit crop is going to be very heavy. In talking with a large fruit grower, Pope Sanford, about the prospects, he said that when he was a boy an old man said to him to watch the fruit blossoms and he would find without exception that if the blossom came out in the light of the moon the crop would be a fine one. Mr.

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STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

Sanford is now 73 years of age, and said he had watched this closely and found it to be true. The National Automatic Alarm Company, through Adam Pope, has just presented for patent a device to notify the office immediately upon the cut off of the water supply to automatic sprinklers. I saw it demonstrated at the Power Building, and the insurance underwriters pronounced it perfect and an actual need. It will reduce the insurance rate enough to make an item to those having automatic sprinklers in their factories. Mr. Berger, of Kruse Hardware Company, says the demand for seasonable goods for immediate consumption remains good, and while they were held back for a time by unseasonable weather they have so far caught up as to bring results up to the present time ahead of the same period for last year.

CINCINNATI PRESS ASSOCIATION.

THE COLUMBUS TRADE.

We have had three good days in succession and are taking heart that Spring has finally come. It has certainly been discouraging and has made trade slow. Merchants got their goods in early, but have not had occasion to replenish stock to any great extent. The certainty of a short wheat crop is having its effect with farmers, and they are ever ready to anticipate a worse calamity than usually results. There will, without doubt, be a small wheat crop as compared with some years; but the right kind of weather is sure to improve conditions considerably. We find some merchants are not very considerate for jobbers or manufacturers when conditions change. They are always ready to place orders for season goods but do not hesitate to cancel all or part of their order. This is proving true on binder twine. Jobbers do not decline to reduce an order to their costumers' requirements, but it is unfair for any dealer to cancel his entire order, as the jobber cannot do so with the manufacturers. If a jobber contracts for a stipulated quantity, he cannot arbitrarily cancel or reduce his contract; but there are some dealers who seem to not consider that they are under any business obligation whatever. If it suits them to take the goods, they take them—but if they see some other make they fancy they want, all that is necessary is to write and say, "Cancel my order," and the jobber must hold the bag. We regret to report that the tinsmiths and metal workers of our city are on a strike. We believed that Columbus would escape the strike fever this year, but it seems we are to be disappointed. The miners' strike in the Eastern part of the State is serious, and the cost of maintaining the strike, according to what are considered authentic reports, is over twenty-five thousand dollars a week. It is easy to understand what an immense loss it is in business. There is certainly a remedy for avoiding strikes, and the person who finds it will be the greatest benefactor the world has ever had. We believe the country is in a fairly prosperous condition, and if capital and labor were on working terms the year's business would be satisfactory.

THE SMITH BROS. HARDWARE CO.,
J. H. SMITH.

THE SAGINAW TRADE.

Trade conditions in Michigan have been greatly improved during the last week, due unquestionably to the bright warm weather. The condition of the country roads is good, and every one seems to have all the business they can attend to, which is certainly very gratifying after the unusually extreme Winter and very backward Spring, which has been accompanied by the severest floods ever known in this locality. This has probably been the most backward Spring ever experienced in this vicinity. During the early Spring months the roads were impassable, a great many of the principal towns were suffering from floods, and the railroads in some sections were out of commission from one to two weeks, and now that conditions are normal again, there is naturally a heavy volume of business.

MORLEY BROTHERS.

THE OMAHA TRADE.

While the outlook for future Spring and Summer business is a very bright one from our standpoint, the present conditions are somewhat harder to describe. Continued cool weather has made Spring business more or less backward, and yet it is hard to tell on just what lines it is so. Some Spring goods, such as screen doors, etc., are much in demand in some sections, while in adjoining sections dealers are inclined to put off orders for these goods. In other lines, such as fencing, Builders' Hardware, etc., the situation in two adjoining sections may be just reversed, so that trade appears to be "spotty" in almost all lines and governed entirely by local conditions. On the whole we have enjoyed a very busy season so far and as weather conditions, as well as other influences, are now all favorable, we are anticipating a season almost up to, if not equal to, the busy ones of 1902 and 1903. Collections, although inclined to be somewhat slow during the earlier part of the year, have improved materially, and building operations are in universal evidence all over our territory. These two indications alone would point to a busy season for the trade at large.

WRIGHT & WILHELMY CO.

THE DAVENPORT TRADE.

We have had two weeks of pleasant weather. The meadows and pastures are looking fine. The sound of the lawn mower is heard early and late throughout the city and orders for these lawn beautifiers are coming in freely. Trade has improved rapidly with the return of good weather. The National political pot is boiling, and people are laying away money to visit the World's Fair at St. Louis. The writer witnessed the opening and felt well repaid. It is simply great, although unfinished.

SICKELS, PRESTON & NUTTING CO.

THE PHILADELPHIA TRADE.

Trade among the local jobbers is reported quiet, and yet it is gratifying to us to say that our sales for April were the heaviest for twenty years, although, of course, the other Spring months did not make an equally satisfactory showing. This was probably due largely to the affect of the prolonged Winter, which has caused Spring shipments to be deferred, and now that Spring has fairly opened dealers are naturally hungry for seasonable goods, and it is simply impossible either to get the goods promptly or to satisfy our customers. There is great complaint on forks, hoes, rakes, window and door screens, scythes, poultry netting, etc., and there is little prospect that the supply of some of these goods will catch up during the season. Of course, all this is extremely vexatious. The retailer naturally feels aggrieved and cannot understand why the jobber does not ship his goods. The jobber on the other hand demands from the manufacturer why his orders have not been shipped as specified, and the manufacturer's only excuse is his inability to turn the goods out fast enough. Much of this confusion and annoyance is due to the increased practice of direct shipments, by which it is made impossible for jobbers to anticipate their customer's wants by carrying a sufficient stock. It seems difficult to prescribe a remedy for this trouble, but there is no doubt that things would be much more satisfactory if such goods could be shipped from jobber's stocks instead of from the factory direct. Collections

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT. ARCADE, AMERICAN. GREAT WESTERN, McCLELLAN. EAGLE, J. B. SMITH. "X. F.", GOLD MEDAL.

are slow. The cold weather has made it difficult for the country retailer to collect his money and jobbers probably have an unusually amount of money on their books, but as soon as the Spring crops begin to move we hope for an improvement in this respect. BIDDLE HARDWARE CO.

THE ST. PAUL TRADE.

With good weather, though rather late, we feel encouraged to the extent that we shall have a fair crop. Our Winter weather was so severe and so long, that all had the feeling it would never let go, but it has, and the sun shines with a good deal of fervor. The market conditions are favorable to a belief that prices will be maintained up to July 1st, and makes us believe that they will be upheld for a longer period.
HACKETT, WALTHER, GATES HARDWARE CO.

EXPORTS AND IMPORTS FOR MARCH.

The anticipated increase in the exports of iron and steel for March have appeared, the gain over February being nearly 32,000 tons. The principal improvement in the exports was in billets and in steel rails, nearly 20,000 for the two. The steel rails, 17,873 tons, went chiefly to Mexico and to Asia and Pacific Ocean islands, other than Japan. Moderate gains are also shown in the exports of wire and nail products. The export movement in pig iron has not acquired any significant proportions. Domestic trade is apparently satisfactory to the Southern furnace interests, who have usually contributed most largely to the exports of pig iron. Following in gross tons are the details of the exports of iron and steel for March, with comparative showings:

	Mar. 1903.	Feb. 1904.	Mar. 1904.
Pig iron	1,532	3,429	3,954
Scrap iron	659	1,443	1,937
Bar iron	3,299	1,686	3,058
Steel bars	913	704	1,093
Iron rails	7	12	584
Steel rails	415	8,465	17,872
Billets	157	26,205	36,908
Hoops and bands	284	393	515
Wire rods	2,748	513	3,034
Iron sheets and plates	117	69	173
Steel sheets and plates	1,437	808	2,724
Tin plates	20	77	501
Structural steel	1,939	2,950	1,843
Wire	10,157	8,041	11,327
Cut nails	554	737	639
Wire nails	2,236	1,786	2,962
Tacks, etc.	147	237	204
Total, gross tons	26,621	57,555	89,329

The imports of iron and steel also show gains, most conspicuously in pig iron, with considerable increase also in tin plates. It is noticeable that imports of railroad bars, or steel rails, have dwindled back to a small tonnage. The figures follow in gross tons:

	Mar. 1903.	Feb. 1904.	Mar. 1904.
Pig iron	59,628	3,841	12,400
Scrap iron	7,327	316	2,498
Bar iron	4,986	706	1,222
Railroad bars	17,880	7,944	1,135
Hoops and bands	219	82	18
Steel billets, blooms and bars.	31,464	1,514	1,145
Sheets and plates	319	1,031	610
Tin plates	3,477	3,213	6,669
Wire rods	1,778	1,699	785
Wire	449	325	513
Total, gross tons	126,527	20,871	26,995

The total value of iron and steel exports for March was $10,633,720, compared with $7,983,547 for March last year. Agricultural implements exported in March were valued at $2,785,715, compared with $2,844,876 for March, 1903.

Exports of merchandise in March aggregated in value $119,813,470, compared with $118,800,255 the previous month and $132,093,964 for March last year. Imports of merchandise were valued at $91,302,235, against $88,821,200 the previous month and $96,230,457 for March last year.

NEW SOUTH WALES NO PLACE FOR AMERICAN WORKMEN.

Hardly a boat arrives here from the United States without bringing some victims of the writer who has pictured New South Wales as "the paradise of the workingman." The unions have by law a monopoly of the work to be done at fixed prices. While some are paid well—mostly employees of Government works—thousands can find nothing or very little to do at any price. No encouragement is given for immigrants who are dependent upon their labor for a living. These facts should be known to Americans.—*Orlando H. Baker, Consul, Sydney.*

♣

SARGENT & COMPANY, New Haven, Conn., and 151 Leonard Street, New York City, have issued a very handsome catalogue under the head of "Screen Hardware" and Spring and Summer goods for the season of 1904, intended for distribution among the trade. It is arranged in the usual excellent style for which their catalogue department is so popular, and is illustrated very thoroughly, giving list prices and graphic descriptions on each article enumerated. Included in the contents are screen door catches, night latches, barrel bolts, chain bolts, wrought butts, spring hinges, screen door sets with hold back spring hinges, door pulls, door buttons, rotary electric ring door bells, bar sash lifts, sash lifts, window spring bolts, reversible shutter bars, hammock hooks, line cleats, pulleys, ornamental letters and figures, garden trowels, ice awls, tack hammers, tack claws, Aiken's patent awls and tools, carpet stretchers, then, last but not least—Sargent's Gem Food Chopper. There are also many other seasonable goods listed in the above catalogue. The book is provided with an extensive index to make reference easy and rapid.

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Craig Mine Corundum



CORUNDUM is the best abrasive obtainable. It cuts clean, fast and cold. Not until three years ago when Craig Mine Corundum was placed on the market, could corundum be obtained in quantity. We can now supply any quantity of uniformly pure and carefully sized corundum, and enquiries and orders will receive prompt and careful attention.

Send for our Booklet.

THE
CANADA CORUNDUM
COMPANY, Limited.
TORONTO, CANADA.

HARDWARE FACTS AND FICTION NOT GENERALLY KNOWN.

(SECOND ARTICLE)

IRON WORKS IN KENT.

Writing in the columns of the *Archaelogia Cantiana*, Vol. 21, issued to the members of the Kent Archaelogical Society, George Payne gives an excellent account of the iron industry in the Weald of Kent. Pliny, Strabo, and others writing at the commencement of the Christian Era refer to the iron works in Kent, and all students of history are familiar with the accounts given by Julius Cæsar of the iron works carried on by the Britons at the time of his celebrated invasion. He recorded the fact that British chariots were fitted with iron plates, and that British warriors used weapons of iron, together with shields and breastplates of the same metal. There were many important towns in Kent where the iron industries were practised during the early period of British history. There were foundries at Cowden, Hawkhurst and Lamberhurst, and forges at Cranbrook, Coudhurst, Borndale, Tonbridge and Biddenden, the principal ironmasters of Kent were the knights and the tichbornes, whose descendants became Baronets. Leonard Gale, of Sevenoaks, a blacksmith removed into Sussex, and became a wealthy man. His son was educated at Oxford, called to the Bar, and in 1710 became Member of Parliament for Grinstead. His advice to his family was, "Get one of the Cowden furnaces, for I do assure you, that if I were 40 years old by God's help I would get a good estate by this employment, for I have within these twenty years cleared nearly £300 per annum out of one of these forges."

Heavy ordnance was also cast in Kent, and many chimney and fire backs were also made. Frequently the backs bore the arms of the owner of the property upon which they were to be used, and the arms of France and England respectively appear to have been used as stock patterns. Fire dogs were also cast with family arms and initials on them, and iron tomb slabs made in the sixteenth century are still commonly seen in the church graveyards in Kent and Sussex. The forges and foundries of Kent and Sussex were chiefly supplied with timber and as this became more difficult to obtain, the decline of the industry of the district rapidly set in. In 1592 Sir William Rowe, a native of Hawkhurst and a member of the Ironmongers' Company, filled the office of Lord Mayor of London, but contemporary records show that at this time the iron trade of the weald had begun to decline. In 1796, two centuries later, the industry was extinct and not one furnace remained.

Songs and poetry are common to every trade, and some of the twentieth century ironmongers set their advertisements in verse; still few have thought it worth their while to address poems to members of the Hardware craft. An anonymous writer in 1771 penned a birthday poem to his friend, who was an ironmonger. It is worth reproducing, especially as the thoughtful reader can trace the affinity of the craftsmen of old to the retailer of to-day, and gather something of the leading lines of ironmongery sold in the eighteenth century from its verses.

"Old Lockman, may thy engine true,
Thy chain of life extend
And add a thousand links thereto,
So prays thy merry friend.

"And mayest thou neither rust nor stain,
Nor canker ever feel
With heart as soft as silken skein
Thy ribs be ribs of steel.

"Loud as a cannon through the land
May thy good name resound,
And the strong hammer of thine hand,
Thy enemies confound.

"Aided by thee my verses flow,
Their tinkle owe to thee,
As iron sharpeneth iron, so
Thy friendship sharpeneth me.

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"Keen be thy sense like sword that's try'd
Thy wit like point of wrong,
Thy judgment like a saw divide
The right side from the wrong.

"Firm as an anvil mayest thou bear
The strokes of every clime,
Like a hardened file still wear,
The teeth of envious time.

"Round in thyself like polished ball,
Shine always smooth and bright,
When other ironmongers fall,
Mayest thou stand bolt upright.

"And when life's forge will work no more,
Fire gone and metal cold,
At death alchemist's touch, thy ore
Shall all transmit to gold.

"While plough shall turn the fertile mould,
While needle seeks the pole,
While fetters, locks and bars shall hold
Thy love shall nail my soul."

It is said that the first mention of the name iron-monger was made in 1379 when Pole Tax records name one William DeWaehous as an "irenmanger" living at Rotherham. In the British Museum there is a sheet entitled "A Camp Bell or the Ironmongers' Faire Feilde" a record of the installation of Sir P. Campbell as Lord Mayor of London, October 29, 1609. The immortal Samuel Pepys writing December 11, 1663, says he went to the Coffee House and "there had good discourse with an ironmonger."

BREAKING YOUR OWN SON INTO BUSINESS.

Breaking your own son into a steady business gait is a harder job than breaking any broncho I ever saw on the Montana divide. I sympathize with any man who has to take his boy and mother's son into the concern and teach him how the thing is done. I have been there, and after working up a perspiration that kept me hot under the collar most of the time I finally succeeded in bringing some good results. In the light of later experience I feel severely that I would like to tackle the job again if I could begin at chapter one, but of course that is impossible.

I have but one boy and I finally molded him into a merchant. I wish I had two more. I would hitch them up in a harness strapped tight at every quarter, pull the check rein up strong and hold the lines myself all of the time. I would forget for about five years that they belonged to me. I would try and think they belonged to some friend in Norway who had sent them to me to be educated right, and in justice to that friend I would keep them in line every minute of the day and try to know what they were up to nights. I would throw most of the letters I received from mother into the waste basket and forget them soon.

There is no question that every father gets a little daffy when it comes to training his son. He can not get away from the family circle talk and mother's idea that her boy is cut out for something unusual. If he takes him into the business the boy will hurt that business in a dozen ways just as sure as the sun rises. Of course every father will think his son is the exception, and I am making allowances for it.

I can think of a dozen instances right now where some fathers would be better off and so would the sons if the latter had been put to work in other concerns than the one owned by father. My simple rule after much golden experience is that you take the boy into the business with you, see that he is given the whole course from start to finish, just as you would give it to Mrs. Brown's son whom you hired for what work he can do and what trade he can pull.—*Commercial Bulletin.*

The Limit.

"I hear a new trust is to be organized soon."

"Worse than that. I hear it's to be Morganized."—*Philadelphia Ledger.*



We Cannot Emphasize

the fact with too much force, that we stand back of every "NATIONAL" Sweeper that leaves our factory to the limit. Our enviable reputation has been built on a firm foundation—clean, fair dealing business methods—manufacturing a line of carpet sweepers superior in construction and selling features. No inducement could be made great enough that would lead us to jeopardize the position we have striven for and honestly won.

The "NATIONAL" trade mark on carpet sweepers and "QUALITY" are synonomous terms.

National Roller Bearing Sweepers

Equipped with
ROLLER BEARINGS,
are the easiest running.

Equipped with
STEEL HANDLE FERRULE,
never have broken or worn out handle threads.

Equipped with
ANTI-TIPPING DEVICE,
can't tip up or throw dirt from dust pans.

Equipped with
BRUSH RELEASING END BAND DEVICE.
brush can easily be removed for cleaning.

Packed in
PATENTED CARTONS,
insure delivery in perfect condition. Thus, we offer you a line embodying more strong selling features than can be secured from any other source and back it up with liberal advertising assistance that brings the demand right to *YOUR* door.

Its the "National Way"

National Sweeper Company,
Marion, Ind.

BRANCHES
LONDON, CHICAGO, NEW YORK,
TORONTO, SAN FRANCISCO.

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THE TEXAS HARDWARE JOBBERS' ASSOCIATION

The annual meeting of the Texas Hardware Jobbers' Association was held in Houston, Texas, headquarters at the Rice Hotel, on the 21st, 22d and 23d of April.

The first session of the meeting was scheduled for 10 o'clock on the morning of the 21st, but on account of the non-arrival of Secretary Robert F. Bell and several of the members, caused by late trains, the morning session was carried over until the afternoon. The delegates and visitors were then taken in charge by Messrs. F. A. Heitman, J. C. Bering and Joseph F. Meyers, the local members who had planned the entertainment features, and escorted to the Elk Club, where the morning was delightfully spent in social intercourse.

After the reunion at the Elks' Club the entire party adjourned to the private dining room of the Rice Hotel, where a sumptuous lunch was served. The affair was informal and, therefore, greatly enjoyed.

Convention Opened.

The afternoon session was called to order promptly at 2 o'clock in the parlors of the Rice Hotel. President Bering called the meeting to order and briefly outlined the afternoon's work. C. B. Carter, secretary-treasurer of the Southern Hardware Jobbers' Association, and T. James Fernley, secretary-treasurer of the National Hardware Jobbers' Association, were in attendance at the convention and were invited to participate in the deliberations of both the executive and open sessions.

The roll was called, showing the houses represented and the names of the delegates.

Secretary Bell then read the minutes of the last annual meeting, after which President Bering read his annual report.

The annual report of the secretary-treasurer was next read by Mr. Bell, in which he fully outlined the work which had been taken up during the past year, and offering suggestions as to the line of work which should be taken up in future.

After a short discussion of some of the suggestions offered, the meeting adjourned until 10 next morning. Immediately after adjournment the entire party, both delegates and visitors, were given a trolley ride over the city, the trip extending over two hours. The visitors were agreeably surprised at the growth and development of Houston and her future prospects.

No set programme had been arranged for the evening's entertainment, but the majority of the delegates and visitors attended the first bi-ennial Texas State Musical Festival, which was held at the Auditorium. The New York Symphony orchestra, Walter Damrosch, director, assisted in the entertainment, and the music was grand.

Thursday's Session.

Thursday morning's session was called to order at 10 o'clock in the parlors of the Rice Hotel.

The session was an executive one, and the lengthy discussions on the matters presented were not given out for publication.

A very interesting paper was read by W. L. Sanford, of Roberts, Sanford & Taylor Co., of Sherman, on the subject "How Can the Manufacturers Assist in Maintaining Prices?"

At 12.30 the meeting adjourned for lunch, which was served in the private dining room.

Thursday Afternoon.

At 2 o'clock the afternoon session was called to order and the following papers were read and discussed:

"Rules as Adopted by the Cleveland Hardware Jobbers."—A paper which had been prepared on this subject by George Trumbull, of Huey & Philip Hardware Co., Dallas, Texas, was read by H. C. Kelly, of the same firm, Mr. Trumbull being unable to attend the meeting.

"Should Not Staple Goods Be Sold on Thirty Days' Time?"—Discussion opened by H. W. Cortes, of Bering-Cortes Hardware Co., Houston.

"System and Its Advantages to the Hardware Business."—Paper read by Charles Nash, of Nash Hardware Co., Fort Worth.

"Taxation on Goods Carried in Storage."—Opened by F. A. Heitmann and discussed informally.

New Officers and Next Meeting.

Sherman was unanimously selected for the next annual convention, the dates to be selected at a subsequent date.

The following officers were elected by acclamation:

J. C. Bering, president, Houston.

Charles Nash, vice-president, Fort Worth.

J. L. Taylor, second vice-president, Sherman.

R. E. Bell, secretary and treasurer, Fort Worth.

The Executive Committee is composed of F. A. Heitmann, of Houston; Ed. S. Hughes, of Abilene; James Maroney, of Dallas, and W. L. Sandford, of Sherman.

The visitors were enthusiastic in their expressions of appreciation of the entertainment given them in Houston and prepared for them by the local members, who are: Messrs. J. C. Bering, H. W. Cortes, F. A. Heitmann and J. F. Meyer.

The re-election of J. C. Bering as president of the organization is regarded as quite a compliment to that gentleman's ability and perseverance in the work of which he has always been one of the chief promoters.

The presence of T. James Fernley, secretary-treasurer of the National Hardware Association, a man who is high authority upon the commercial status of the country, particularly in the Hardware line, assisted materially towards the success of the meeting. His presence was warmly welcomed by the association.

Excursion Down the Buffalo Bayou.

The excursion down the Buffalo Bayou on Saturday, the 23d of April, was the climax of the entertainment features of the Texas Hardware Jobbers' meeting.

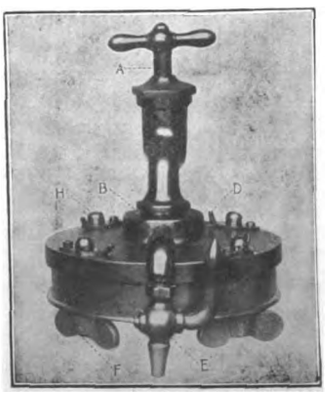
Immediately after the election of officers, the doors were thrown open and the visitors invited to participate in the closing exercises.

An Open Session.

A very interesting address was delivered by Glen Walker, of Fort Worth, on the subject of "Mutual Insurance." Ed. S. Hughes, of Abilene, responded to Mr. Walker's address, indorsing the proposition, and recommending the serious consideration of the proposition.

President Bering then called upon all the visitors for impromptu talks, many of whom responded, showing the deep interest they took in the Texas Hardware Jobbers' Association.

After an hour's social intercourse and the enjoyment of each other's good fellowship, the convention adjourned.



Pure Water

Free from all death-dealing germs is obtained through

Naiad Filter No. 7

Easily attached to any faucet. Has automatic cleaning device and means for drawing unfiltered water.

Price low. Write us at once for further particulars. Mention HARDWARE.

NAIAD FILTER CO., Sudbury Building, BOSTON, MASS.

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GET IN LINE---SELL

ARMY AND NAVY

LIQUID GLUE

A 20TH CENTURY LIQUID GLUE

Increase Your Sales **Increase Your Profits**

The Best and Strongest Glue that Money, Experience and Brains has produced. **NOT A FISH GLUE.** A Pure Animal Glue. The only Animal Glue in Liquid Form made.

THIS GLUE will not Sour, Mold, get Brittle, Brash or Crumble.

STANDS MORE HEAT AND COLD. SMOOTH AS OIL. MORE EASILY APPLIED THAN OTHER GLUES. ALWAYS READY FOR USE.

Does More Work



Does Better Work

All size Cans—no Screw tops, Friction tops—easy to open and close. Every drop can be used.

YOU WANT THE BEST GLUE. WE MAKE IT.

Let us quote you prices. Can we send you trial order?

WACHTER MFG. COMPANY, BALTIMORE, MD.

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CONSULAR COMMERCIAL COMMENTS.

AMERICAN MACHINERY IN SYRIA.

(*From United States Consul Ravndal, Beirut, Syria*).

There is no economic movement in Syria more important or more interesting than the introduction of American machinery.

Owing largely to emigration to North and South America, wages in this country have been growing at such a rate that it is no exaggeration to declare an increase of 40 to 50 per cent. during the last fifteen years. Wages are still low, the unskilled laborer receiving an average wage of 25 cents a day. I have no doubt, however, that the age of machinery is dawning upon this country.

Agriculture is the main industry of Syria, but it is in an extremely backward state, the implements commonly in use being the same as those in vogue in the ante-Christian era. Large tracts of land of great fertility lie waste and depopulated, though showing traces of former prosperity and teeming populations. Agricultural and irrigating machinery and railroads will prove strong factors in the redemption of these regions. In the plains of Sharon, Esdraelon, Hauran, Bekaa, etc., modern agricultural machinery has begun to appear, and I am glad to report that most of it is of American make.

Previous to 1902 American plows and reapers were operated in the Haifa neighborhood (upper Sharon) under the auspices of the American and German members of the Temple Colony. In the Bekaa (Cœle-Syria) a Jesuit missionary organization conducted a "model farm," on which was employed a limited variety of French machinery. In certain Jewish colonies modern machinery was experimented with, but as they were subsidized by foreign capitalists work was largely prefunctory. It was not, however, until 1902 that natives of Syria and Palestine began using machinery in tilling the soil and in harvesting the crops. From now on the use of agricultural machinery and modern implements will grow steadily here, and there seems to be no reason to doubt that American manufacturers will control the market.

I do not believe there are more than 75 modern reaping machines (including perhaps 20 self-binders) in this district, which comprises nearly all of Syria and two-thirds of Palestine. There are some 12 up-to-date windmills, 4 or 5 gristmills, 40 olive-oil presses, 125 petroleum engines, 2 steam thrashing machines, 1 well-drilling machine, 3 hydraulic rams, 175 silk-reeling factories, half a dozen licorice-root and tobacco presses, etc. Reapers, thrashing machines, gristmills, and wind engines come from the United States. France furnishes silk-reeling machinery and some olive presses.

Difficulties are experienced here in repairing machinery and securing proper draft animals for heavy work, but these will gradually be eliminated.

For at least eight years to come agricultural machinery and implements will be admitted free of duty into Syria.

Specimens of American cultivators, cornshellers, hayrakes, harrows, mowers, fanning mills, pumps, plows, rollers, and well-drilling machines have appeared in this market, and a fair trade in these articles is sure to grow up. Other American manufactures which would be well received here, if properly introduced, are fencing wire, road machines, refrigerator machinery, garden clippers (for use in the mulberry groves in the silk season), sickles, and wagon umbrellas.

I have personally had considerable to do with organizing things so as to open a way into this country for modern machinery, and have attended the first experiments with our reapers, gristmills, windmills, and thrashing machines. Last year witnessed the arrival of the first steam thrashing machine ever seen in this country. It was installed in Cœle-Syria, where it created a tremendous sensation. Hitherto, all grain has been separated by oxen treading it out or drawing a toothed slab around the thrashing floor. It is a method which renders the grain dirty and causes much waste, besides being extremely laborious. A few weeks ago the second steam thrashing outfit (like it predecessor, made in Richmond, Ind.) was started on its career of highly important pioneer work in the territory around Damascus. I consider the introduction of this one outfit as foreshadowing a complete revolution in the economical conditions of that region.

ORIGIN OF COTTON SEWING THREAD.

(*From United States Consul Halstead, Birmingham, Eng.*)

The following, taken from the Birmingham *Daily Post*, is an interesting story of the origin of cotton sewing thread:

Speaking at a political meeting at Paisley ex-Provost Clark, in the course of his remarks, gave the following very interesting account of the inauguration of the use of cotton sewing thread:

"My father inaugurated, one hundred years ago, the use of cotton sewing thread. Its inauguration came about in this wise: At the beginning of the nineteenth century Paisley was a prosperous weaving community. It required much silk for the manufacture of twine to make heddles, the supply of which silk came from Hamburg. In 1803 Napoleon conquered North Germany and occupied Hamburg. France was then at war with Britain. Napolean, in order to cripple British industries, caused the stock of silk held in Hamburg to be burned, to the consternation of the Paisley weavers. My grandfather, James Clark, manufactured heddle twine and heddles in Paisley, as did also his brother Peter. The supply of their raw material having been destroyed, they were driven to their wits' end as to what was best to do, when the happy thought occurred to my granduncle, Peter Clark, to substitute cotton warp yarn for silk and twist it into thread, in the manner that six-cord sewing thread is made at the present day. Fortunately, his experiment succeeded; heddles continued to be made and supplied, and the weaving industry went on uninterruptedly as before. My father, who at that distant period was my grandfather's assistant, also sold linen thread to ladies for sewing purposes, cotton thread not being then known to them, and as the linen appeared to my father to be rough and uneven, he strongly recommended the smooth cotton thread to his lady customers as a substitute, and once tried it continued to be used. Originally it was sold in hanks of skeins. These the ladies had to wind into little balls, as they do a cut of wool at the present day. Wishing to convenience them my father, on selling a skein of thread, would sit down at a pern wheel and wind the thread on a bobbin, for which he charged a half-penny. This half-penny was refunded when the empty bobbin was returned. These bobbins were made by a wood turner—Robert Paul—whose shop was erected underneath the spot from which I now address you. This is the simple history of the birth of the cotton-thread trade—interesting, and, I venture to say, a wonderful example of what great results may flow from so-called insignificant and trifling beginnings."

EUGENE SEEGER, Consul-General.

SHORTAGE IN FOREIGN POSTAGE.

In a letter of recent date, United States Consul Marshal Halstead, writing from Birmingham, England, states that a lack of knowledge or oversight or carelessness on the part of American correspondents relative to foreign postage frequently entails the unjust burden upon the consuls of paying overdue postage in order to serve those seeking information. Not only does this carelessness frequently occur in corresponding with the consuls and their agents, but extends to correspondence with business houses who are prospective customers. One case is cited where a business firm, whose name was given by the consul to an American manufacturer, received from the manufacturer a letter and pamphlet on which was due 5d. (10 cents) in postage and the dealer demanded that the consul refund the amount to him. The contention is that this carelessness on the part of American correspondents retards instead of facilitates the extension of trade.

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TO HIT

the Bull's Eye

of the target of up-to-dateness in offerings, at which every progressive merchant is aiming, is easy, whatever may be his location.

Yourself, continuously in a market center, would probably be your ideal condition for securing this result for you. Yet, we offer what's better.

Our trained buyers operate in THREE market centers. Through our printed matter we immediately communicate to our customers the latest results of their efforts.

Get Our May Catalogue

and profit through our buyers' work and, also, from the exceptionally large number of Resultful Plans of Merchandising, outlined in it, by PRACTICAL men, paid to specialize on this one line.

Ask for our May catalogue by number—C C 500. At the same time—if you're going to the World's Fair—ask our St. Louis House for a copy of our Book of Helpful Information — like our catalogue, for merchants only, and free for the asking.

Butler Brothers

Wholesalers of Everything—By Catalogue Only.

NEW YORK CHICAGO ST. LOUIS

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PRACTICAL HINTS ON ADVERTISING.

By Charles Austin Bates.

There doesn't seem to be any hard and fast line separating truth from untruth. They are prone to overlap and get mixed up in the most exasperating way.

In this very indefiniteness of the line between truth and falsehood lies the chief snare to the advertiser, who would be truthful in what he says.

If the line were more distinctly drawn it would be comparatively easy to keep on the truthful side

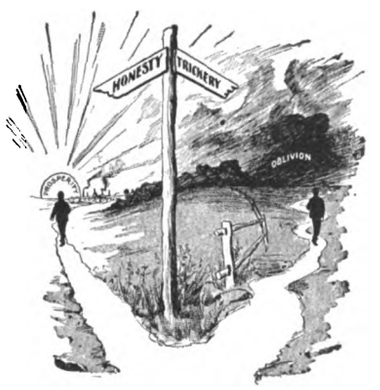
As it is, the merchant who started out with the determination to be truthful in what he said of his goods, gradually crowds a little nearer and a little nearer to the danger line till his ads are the worst form of exaggeration.

Such an ad is all the worse because there is an element of truth in it. A half truth is worse than an untruth because of its very disguise of genuineness.

A pure falsehood is easily detected, nobody is deceived by it, but it is the half truth—the lie with a little truth in it—that works the most harm. It is far easier to sell a half cotton suit for all wool than it is an all cotton suit. The point is apparent.

I say that adherence to the strict truth in advertising was the best yesterday, is the best today, and will be the best tomorrow.

You are working a grave error to proceed on any other basis. The straight and narrow way to business success is slow but sure, and the sooner you find it the better for you as a business man and the better for those who depend upon your service.



There is another way which seems for a time to be leading rapidly to assured success, but do not be deceived, it leads as surely to business destruction as the rivers lead down to the sea.

Business is an honorable and dignified profession, and its interests and growth are promoted best by unqualified truthfulness at every turn.

* * * * * *

And right along this very same line:—

Did you ever know a clothier, for instance, whom it was a positive pleasure to deal with—one whose every word you could believe, who had sold you clothing for years and had never taken advantage of your ignorance of the clothing business to cheat you?

If you have known such a man I can safely say that he has not only made a place for his clothing on your back as long as you will have need of clothing, but that he has made a place for himself in your respect and esteem.

That man did not give you anything, he did not rob himself to win your trade.

He simply told you the truth about what he had to sell, and by experience you learned that you could believe him.

He advertised his business and he did it well.

* * * * * *

Some enthusiastic advertiser will ask whether he should use no artifice in attracting customers to his store.

It is certainly proper to use any means at your disposal to attract people to your store—any little trick or scheme that will cause the curiosity of the buying public.

But of what advantage will this be if they do not find there something real?

That is my point exactly. A man's curiosity will bring him in to your store and may make him buy once, but if he does not secure something real—if you don't succeed in satisfying some need, he is not likely to respond the next time.



If you get the reputation for having something interesting in your bargain kettle there will be no trouble about having hungry people around when you take the kettle off.

But people don't gather around an empty kettle very many times even though it is well advertised.

It doesn't take a very far-sighted business man to see that every time a customer gets "taken in" he is all the harder to catch the next time.

Get the people in by any means at your disposal, but by all means make their coming really worth while to them.

* * * * * *

But if you really have in your store what people want, it will prove quite enough to tell what is true about it without exaggeration. There is enough about any well selected stock of goods to interest a community of buyers when the qualities and prices are set forth in a straightforward, business-like way.

Use your judgment about just how to tell it, but don't lose sight of the thing to be told, and don't, above all things, let the thing told get lose in the manner of telling it.

I see many ads where this actually occurs. It is enough to say that you might better give your money to the hand organ man than to spend it on such advertising.

* * * * * *

All merchants who started in business with small capital and have succeeded in building up a big business have been liberal advertisers. *The merchants who are doing the biggest business* today are liberal advertisers. These men are unanimous in ascribing a large measure of their success to judicious and continuous advertising. I would advise all who are in the mercantile business and anxious to succeed to profit by the experience of those who have already made their business a success.



RESPECTABLE GAMBLING.

The fact that the professional gambler is to a large extent a social outcast, plying his craft at night and behind steel doors and only then with the purchasable connivance of the authorities, is in itself a warning that not even the stupidest can fail to observe. Stock speculation, on the contrary, hangs out the banner of respectability—which a great many unthinking persons have somehow come to confound with morality—and, under its protection, carries on its traffic night and day, in city streets and village lanes, in parlor and boudoir, in store and in factory—in short, wherever it can find a single human being possessed of this mania for getting something for nothing. Men who would scorn to cross the threshold of a gambling house, gamble openly in stocks and are not ashamed to discuss their ventures in the presence of their children. And with every facility for legalized gambling placed within reach of even the humblest purse, is it to be wondered at that when Wall Street ruins a man, it strips him of everything that he possesses—destroys his business, places a mortgage on his home, eats up the trust funds of which he was custodian, and leaves him naked to the world?

On the other hand professional gambling, by which I mean the kind that is not respectable and exists only through the corruption of the police, seldom does more than relieve a man of whatever money he may have in his pockets and possibly as large a check as the house will accept. That men frequently lose large sums at faro or roulette is undeniable, but it is not often that those games take the roof from a player's head and reduce him and his whole family to beggary. Moreover—and this is something well worth noting—the cheerful loser in a first-class gambling house may refresh himself free of cost during the hours of play and even solace himself, when all is over, with a really fine supper. And if perchance he has set a good example to his fellow-players by losing every cent that he has in his pockets, the house will always allow him a dollar or two for cab

But there is no free supper in Wall Street, no cigars or liquors to be had at the cost of the market while the ticker ticks out its tale of disaster and the tape festoons itself about the basket; and I really don't know what would happen if you were to ask the broker to whom you had lost your entire fortune to lend you the amount of an uptown fare on the Elevated road.—James L. Ford in *Leslie's Monthly.*

FOREIGN CHAMBERS OF COMMERCE.

The growth of co-operation among the mercantile interests of Europe is outlined in a recent issue of Das Handels-Museum, one of the leading German industrial journals, as follows:

Foreign chambers of commerce are of Austro-Hungarian origin, for in 1870 the first Austro-Hungarian chamber of commerce was opened in Constantinople; afterwards similar institutions were opened in Alexandria, Paris and London. In the spring of this year (1903) an Austro-Hungarian chamber of commerce was opened in Melbourne. The English, adopting the example of the Austrians, founded a chamber of commerce in Paris. The Austrians have been far surpassed in number of these institutions by the English, who now have 30 in foreign countries and 100 in their own colonies. The United States have chambers of commerce in Paris, Brussels, London, Berlin, Sydney and

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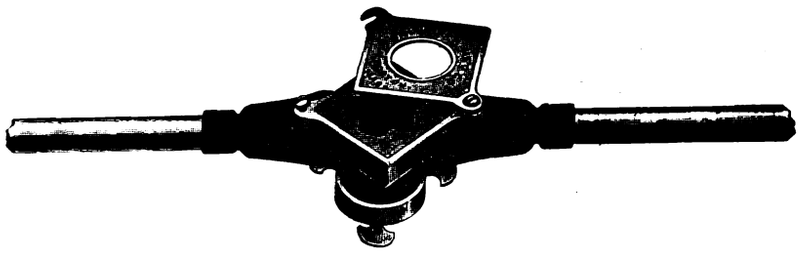
Shanghai. The first North American chamber of commerce was founded in the seventies. The development of the French foreign chambers of commerce has been satisfactory. France has 29; 3 are in the Orient—Constantinople, Smyrna, and Alexandria—and the others are found in all parts of the world. It was to aid the growing trade of France with eastern Asia and South America that the French chambers of commerce were founded in those countries. Of the other countries Holland has more than 7, Spain 3, and Italy and Belgium 2 each; Germany has but 1 foreign chamber of commerce (in Brussels). Russia has 2, in Paris and Alexandria. Several cities have a number of foreign chambers of commerce; for instance, London has 1 each for Austria-Hungary, the United States, Belgium, France, the Netherlands, Italy and Spain.

WHERE THE RUBBER COMES FROM.

Some figures have been published purporting to show the total production of rubber in different parts of the world, and according to these the production in the two years from 1900 to 1902 decreased by some 3,500 tons—that is to say, whereas the total output in 1900 was 57,500 tons, that in 1902 was only 54,000 tons. It is very instructive to examine the figures given for the different countries. The two main sources of supply are Brazil, Peru and Bolivia, and East and West Africa and the Congo country. From the first group the total supply in 1900 was 25,000 tons, and from the second 24,000 tons, but whereas in the former case the production has increased, it has appreciably decreased in the case of the latter. Thus, Brazil, Peru and Bolivia, contributed 30,000 tons to the world's supply in 1902 as against 20,000 tons for East and West Africa and the Congo country. A small supply is now being had from the Straits Settlements, but in 1902 the output was only 1,000 tons. In every other case the production shows a decrease.

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SOLE MANUFACTURERS of the FOLLOWING PIPE TOOLS:

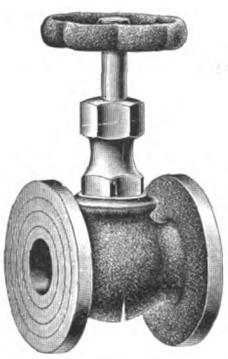
STILLSON PIPE WRENCH
WALWORTH DIE PLATES
MILLER'S RATCHET DIE PLATES
"RUFF AND TUFF" PIPE DIES
HILL'S SOLID PIPE DIES
HALL'S BRASS PIPE WRENCH
HALL'S CAST IRON PIPE CUTTERS
STANWOOD PIPE CUTTERS
C. C. WALWORTH PIPE CUTTERS
STANWOOD 3 WHEEL PIPE CUTTERS
MILLER'S RATCHET PIPE CUTTERS

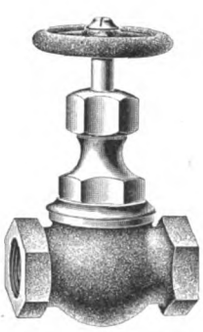
ASHLEY Right or Left NIPPLE HOLDER
HALL'S Patent Pipe Reamers
WALWORTH Heavy Vise, 1-8 to 6 in.
KLINGFAST Pipe Vice, 1-8 to 2 in.
HALL'S Tapping Machines for Street Mains
SMITH Friction Hand Tools

- DRILL STOCKS
- COMBINATION SOCKET WRENCH with Drill Auger Bit
- SCREW DRIVER STOCK, ETC.

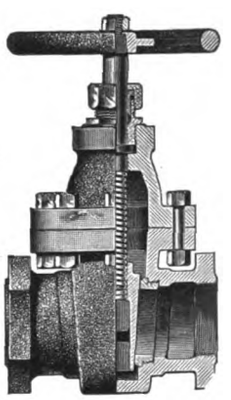
TAPS, REAMERS AND DRILLS

WRITE FOR CATALOGUE

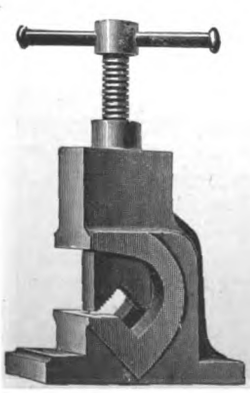


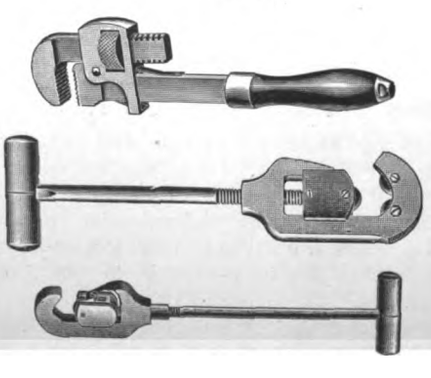














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STEVENS

Reduction in Price

ON THE DOUBLE BARREL HAMMER SHOTGUNS

No. 250, 260, 270



NO. 250

No. 250—12-16 gauge, in 28-30-32 inch barrels. Weight 7¼ to 8½ lbs.
From $25.00 to $20.00

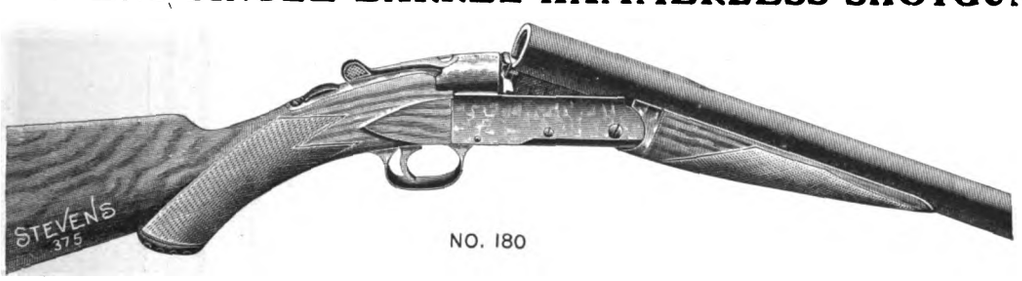
No. 260—Same as No. 250, except with Twist Barrels.
From $27.50 to $22.50

No. 270—Same as above, except with Damascus Barrels.
From $30.00 to $25.00

These Prices are Positively the Best Value in Guns at the Prices Attainable

No. 850
OUR NEW DOUBLE BARREL HAMMERLESS SHOTGUN
PRICE - - - - - - - $25.00
(SEND FOR DESCRIPTION)

STEVENS SINGLE BARREL HAMMERLESS SHOTGUN



NO. 180

Has a special "Pyro Electro" Steel Barrel, choke bored for nitro powder. Drop forged and case hardened frame; top snap action; has automatic shell ejector. This gun has A NEW COCKING DEVICE by which it cannot be opened to insert a shell until the gun is at full cock. Automatic safety. Varnished walnut stock, with pistol grip checked and capped, with a patent walnut forearm checked. Metal joint. Made in 12, 16, 20 gauge. In 26, 28, 30, 32 inch barrels.

PRICE - - - - - - - - $12.00

ALL JOBBERS HANDLE STEVENS FIREARMS
Be sure you specify our goods when ordering, and get the benefit of their wide-spread popularity.

CATALOGUE containing detailed description of entire output, all new additions, accessories, etc., mailed anywhere upon request.

J. STEVENS ARMS & TOOL COMPANY

255 MAIN STREET
CHICOPEE FALLS, MASS., U. S. A.

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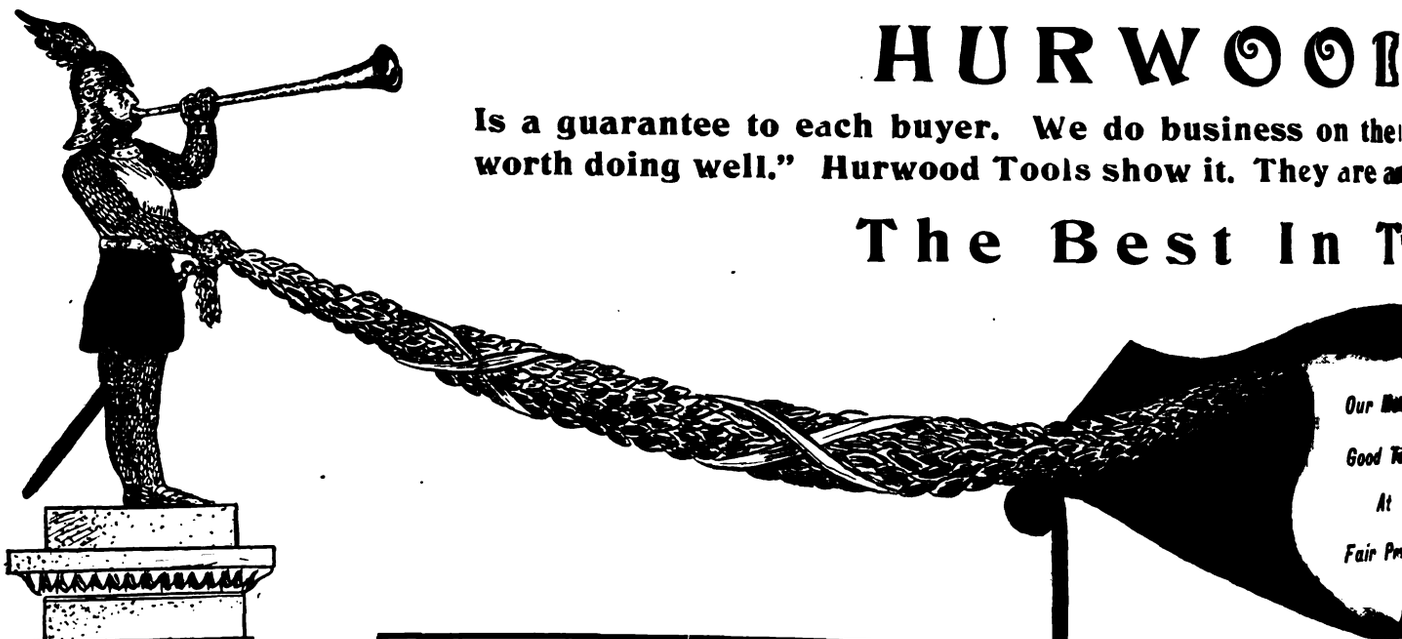
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The Name an

HURWOOD

Is a guarantee to each buyer. We do business on the
worth doing well." Hurwood Tools show it. They are a

The Best In T



Our
Good
At
Fair Pr

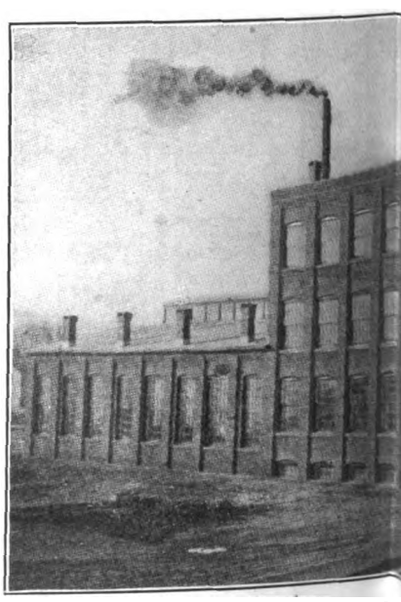
AS WE GRO
TO LARGER

WE manufacture Screw-Drivers for Machinists, Carpenters, Plumbers, Electricians, Cabinet Makers and Housekeepers.

Belt—Thong--Scratch—Folding--and Tinners' Awls; Handle Regulators, Screw-Driver Bits, Tack Pullers, Ice Picks, Meat Hooks, Box Hooks, Hay Hooks, Cotton Hooks, Nail Sets and Machinists' Center Punches

We have added to our line Ball Bearing Side-Cutting Pliers; Lathe and Drill Chucks; Tubular Lanterns.

With facilities ten times greater than before, and down-to-date methods, we are now prepared to fill all orders promptly.



The Hurwood
BRIDGEPORT,

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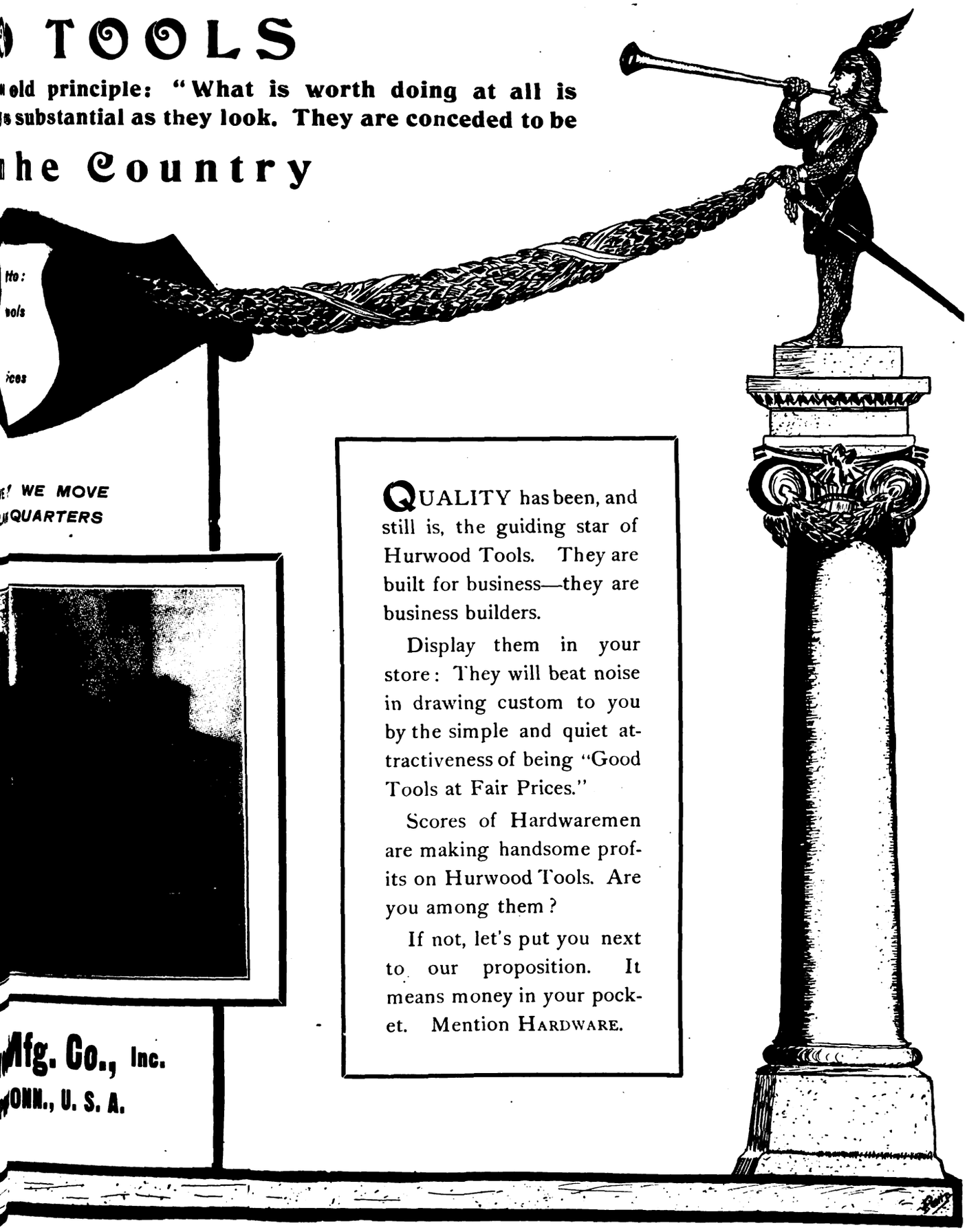
t To Coast

d Fame of

TOOLS

old principle: "What is worth doing at all is
s substantial as they look. They are conceded to be

he Country



QUALITY has been, and still is, the guiding star of Hurwood Tools. They are built for business—they are business builders.

Display them in your store: They will beat noise in drawing custom to you by the simple and quiet attractiveness of being "Good Tools at Fair Prices."

Scores of Hardwaremen are making handsome profits on Hurwood Tools. Are you among them?

If not, let's put you next to our proposition. It means money in your pocket. Mention HARDWARE.

WE MOVE
QUARTERS

Mfg. Co., Inc.
ONN., U. S. A.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Boonsboro, Md.—Jacob C. Young and son, Clarence, have formed a partnership under the firm name of J. C. Young & Son, for conducting Hardware and general merchandise business, and have taken a room in the Young Building on the Public Square.

Childress, Texas.—Childress Hardware and Implement Company has been incorporated; capital, $16,000. Incorporators: J. H. Crister, S. P. Buster, of Childress, and Charles W. Buster, of Wagoner, I.T.

Clio, Mich.—J. M. and Frank K. Cloud, of Northampton, have purchased a Hardware store here and will conduct the same.

El Reno, O. T.—The Oklahoma Retail Implement and Hardware Comapny has been incorporated. Incorporators: J. A. Chenoweth, of Leger; Wm. Funderburg, of Wagoner; Benbow Horton, of Lawton; A. A. Smith, of Watonga; E. E. Jones, of El Reno; A. Fuhmeg, of Union; J. E. Bonebrake, H. W. Cumpton and J. W. Freebon, of El Reno.

Glouster, Ohio.—The Carpenter Hardware Company has been incorporated. Capital stock $50,000. Incorporators: W. A. Carpenter, S. S. Carpenter, L. F. Carpenter, J. E. Carpenter and F. P. Keintz.

Jennings, La.—The Morse Hardware Company has been incorporated; capital stock $100,000, to take over the business of L. L. Morse & Sons. L. L. Morse is president; Bertha Morse, secretary, and W. D. Morse, treasurer.

Leominster, Mass.—Leominster Hardware Co. has been incorporated. President, M. B. Damon; treasurer, R. D. Gould. Capital $12,000.

Lexington, N. C.—The Peacock Springs Hardware Company has been incorporated with capital stock of $9,900, which may be increased to $50,000. The incorporators are: J. E. Peacock, R. C. Springs and H. H. Springs, all of Lexington.

Malone, N. Y.—H. D. Thompson & Co. has been incorporated; (Hardware); capital $65,000; directors: H. D. Thompson, N. M. Marshall and F. J. Riley, of Malone.

Middletown, N. Y.—C. Knight has opened a new Hardware and plumbing business.

Pine Bluff, Ark.—Fox-Harris Machine and Supply Company has been incorporated. The company will do a wholesale and retail business in heavy Hardware, railroad supplies, etc. Capital stock, $25,000. The following officers have been elected: H. C. Fox, president; J. T. Lloyd, vice-president; W. S. Harris, secretary and treasurer.

Potsdam, N. Y.—Art Adams and Howard Gilbert are building a store which they will soon open with a line of Hardware and farm implements of which Mr. Adams will have charge.

Rural Valley, Pa.—The Johnston-Beyer Hardware Company has been incorporated; capital, $20,000; directors: John J. Johnston, Frank Moore, Samuel E. Amrose, Rural Valley; Samuel S. Burns, Bernardo; Lewis W. Byers Smoke Run.

Changes.

Addington, I. T.—The Thomson Hardware Company, of this place, has disposed of their Hardware store at Temple, O. T., and will build a large brick store building here to accommodate their immense stock.

Anna, Ill.—The Mangold-Moore Implement Hardware and Harness Company has changed the firm name to Mangold-Alden Company.

Ashland, Ky.—The Ashland Hardware Company are building an 80-foot addition to their store.

Ashland, Ohio.—Wiley Hart has been taken as a partner in the Hardware firm of C. W. Hart, and the business will hereafter be conducted under the firm name of Hart & Brothers.

Ashley, Pa.—The Williams Hardware Co. has moved from corner of Fell and Market Streets, to 54 East Side of Public Square.

Bowling Green, Ohio.—The general Hardware store of S. C. Hyter & Son has changed hands, J. C. Fisher & Son being the new proprietors.

Britton, S. D.—F. J. Wisner has traded his stock of Hardware, harness and furniture for an equity in a half section of farm land.

Omaha, Neb.—The Cole-Brelsford stock of Hardware has been sold to the Paddock-Handschy Hardware Co. The stock is that in the store building at 41 Main Street, occupied for several years by the Cole-Brelsford Co. The consideration named in the bill of sale is $9,032.

Herkimer, N. Y.—William N. Prowse fifty years a business man of this village and for the last six years associated with Frank E. Pelton in the Hardware business, has sold his interest to his partner and will retire.

Irvington, N. J.—The Stone-Woolley Company has been incorporated to do a Hardware and lumber business. Capital stock, $50,000. Incorporators: Frederick Stone and George H. Woolley, of Irvington; Henry Stone, of Caldwell, and Henry Perolaman, of Hilton. Frederick Stone is the local agent, with an office in 1100 Clinton Avenue.

Kokomo, Ind.—Coate & Shade have commenced active business at the establishment conducted for several years by J. A. Hutchings in North Main Street, which was recently purchased by Mort. Coate and J. I. Shade. The firm is a strong one financially and in business-getting qualities.

Reading, Pa.—The Consolidated Hardware Company has increased its capital stock from $1,000,000 to $3,000,000 to buy additional plants.

New York, N. Y.—William A. Roche, of 42 Vesey Street, has moved to 52-54 Park Place, where he has a floor space of 55x200 feet. This will give much better facilities for handling his large and increasing business in ignition apparatus, etc.

Racine, Wis.—G. A. Crane sold out automobile, bicycle and sporting goods business to Electrical Construction Co.

Sheboygan, Wis.—Ernest Schuetze, of Manitowoc, will open a store at 617 North Eighth Street.

Sterling, Ill.—H. J. Flock sold out bicycle business to Roy Baer.

Worcester, Mass.—The real estate in Worcester and Leicester owned by Samuel E. Winslow has been formally transferred to Dunbar & Rackemann, Boston attorneys, the amount given in the transaction being $50,000. The transfer papers have been recorded. A stock company will be organized at once, and will take hold of the Samuel Winslow Skate Manufacturing Company, which is known to be a paying venture.

Miscellaneous.

Chicago, Ill.—Frank J. Fanning, formerly of the Fanning Mfg. Co., has been appointed manager of the Chicago branch of the Electric Vehicle Co., of Hartford, Conn., succeeding J. W. Jones, resigned.

Meriden, Conn.—It is announced that the prominent bicycle manufacturers have decided again to engage professional riders for the various circuits, the leader in the movement being Colonel Albert A. Pope. Particular attention will be paid to the racing.

San Francisco, Cal.—The E. D. Dupont Powder Company, of Wilmington, Del., is completing its absorption of the California Vigorite Company at a cost of $370,000, and is also acquiring the three manufacturing fuse companies on this coast. It has already bought the California Powder Works and the Judson Dynamite Company. To complete its absolute monopoly on the coast the Dupont people need the Giant Powder Company, and are now seeking its possession.

So. Milwaukee, Wis.—Stowell Manufacturing & Foundry Company make castings for the automobile trade from customers' patterns, in gray or malleable iron, and are well equipped for both classes of work.

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of efficiency and popular favor has been attained by Savage Rifles. Discriminating sportsmen everywhere are pleased with them, particularly with our

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Take advantage of the demand our extensive advertising campaign will create and carry in stock the best selling high grade rifles in the market.

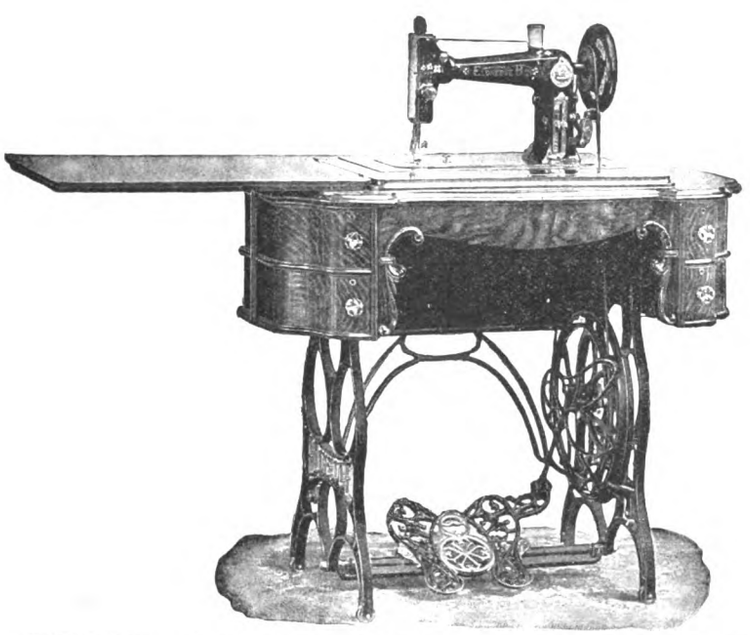
The Savage Plan

We have built up our business by maintaining prices that give to the dealer a legitimate profit on every Savage rifle he sells.

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Baker & Hamilton, San Francisco and Sacramento, Cal. **Pacific Coast Agents.**

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Send for Quotations to "The Eldredge" Belvidere, Ills.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Ansonia, Conn.—Papers have been filed showing the transfer of the real estate, the machinery and the business of the late D. M. Bassett bolt concern in Shelton to the D. M. Bassett Bolt Works, incorporated. The corporation was organized and the transfer was dated March 16, the transfer being made before the death of Mr. Bassett. The capital stock of the new concern is $50,000, and the subscribers are given in the records as D. M. Bassett, Mary S. Bassett and Lillian M. Bassett. The business which has been turned over to this stock company is that carried on in the shop situated on Canal Street.

Bellefontaine, Ohio.—The National Harvester and Implement Company has been incorporated. Capital stock $150,000. Incorporators: Alvin V. Kiser and others.

Boston, Mass.—George C. Bartram is president and William Read is treasurer of the Read Manufacturing Co., capitalized at $50,000, for the manufacture of stoves, heaters and lamps.

Chattanooga, Tenn.—The Gonce Lock and Manufacturing Company is a new company, being the first of its kind in this section of the country, and is the development of a patent which was gotten up by Mr. Gonce. The site of the plant is on the corner of Cleveland Avenue and the Belt railroad track. The work on the building was begun on January 1st, and at the present time practically all of the machinery has been installed and the work is soon to begin in the manufacture of locks and keys. The machinery is all the very latest type and improvement. As the locks to be manufactured are of a new variety and the development of a new patent, the machinery was all bought on a special order. The lock which this company will make is a combination lock, and of this there are two varieties, the door lock and the pad-lock. Every lock has a different combination, and $200 is offered to anyone who, knowing the combination of one, can open another. The locks are used exactly like other locks, except that the combination is employed instead of a key.

Chrisman, Ill.—C. E. Bonner, George W. Fair and D. B. Tucker are the incorporators of the C. E. Bonner Manufacturing Co., capitalized at $30,000, for the manufacture of wrenches and other articles of Hardware.

Columbus, Ohio.—Perry M. Bounds, Frank McCafferty, M. B. Schley, Carl Lewis and F. L. Hogsham are the incorporators of the Bounds Wire Fence Co., capitalized at $25,000.

Columbus, Ohio.—The T. M. Hertenstein Company has been incorporated. Capital stock $50,000, and incorporators: M. Hertenstein, C. Hertenstein, Theodore Aust, Jr., C. D. Aust, M. A. Hertenstein.

Dayton, Ohio.—A. A. Simonds & Son has been incorporated; tool manufacturing. Capital stock, $45,000. Incorporators: Marcella C. Simonds, Caroline S Clements, Hubert R. Simonds, Cora S. Henry, Eugene G. Kennedy.

Denver, Col.—The Denver Stamping and Tool Company has been incorporated. Capital stock, $100,000; Frank C. Goff, Frederick J. Taylor, S. Roy Wright, Denver.

Evart, Mich.—The Evart Tool Company, Ltd., has been incorporated. Capital stock $10,000.

Galesburg, Mich.—Samuel Foster, George Polasky and D. O. Holden are the incorporators of the Standard Windmill & Manufacturing Co., successor to the Standard Manufacturing Co., capitalized at $30,000, to manufacture windmills, tanks and pumps.

Grand Ledge, Mich.—H. R. Streeter has commenced the manufacture of cutlery. A line of corn, butcher and bread knives will be made. L. A. Jones will have charge of the mechanical department, and the firm will employ one traveling representative.

Indianapolis, Ind.—George C. Hitt, Harry S. New, Harmon H. Friedley, John T. Glazier, Charles C. Glazier, Lorenzo D. Glazier and Peter F. Glazier are the incorporators of the Glazier Nozzle & Manufacturing Co., capitalized at $32,000, for the manufacture of gas sprinklers, stoves, ranges, etc.

Indianapolis, Ind.—The Hussey-Binn Shovel Company of Pennsylvania has been incorporated in Indiana. Stock represented $125,000.

Knoxville, Tenn.—James H. McCallum, S. M. Johnston and H. C. Helm are among the incorporators of the Helm-McCallum Manufacturing Co., capitalized at $10,000, for the manufacture of wire, window and door screens.

Knoxville, Tenn.—John Redd, P. Osbourn, D. G. Arwood, J. D. Jett and E. M. Atkinson are the incorporators of the Safety Gasoline Stove & Empire Cooker Co., capitalized at $5,000.

Lock Haven, Pa.—The Pennsylvania Woven Wire Co. is a new concern, capitalized at $125,000.

Moline, Ill.—Southern Moline Plow Company has been incorporated; capital, $50,000; jobbing; incorporators: F. G. Allen, C. R. Stephens, L. C. Blanding.

Newark, N. J.—The Stone-Wooley Company has been incorporated, (Hardware and lumber); capital, $50,000. Incorporators: Frederick Stone, George H. Wooley, Henry Stone and Henry Jeroloman.

New York, N. Y.—R. J. Carter, C. C. Trumpborer and T. L. Freeman are the incorporators of the Home Utensil Co., capitalized at $250,000, for the manufacture of household goods.

Portland, Me.—The Invincible Window Screen Co. has been incorporated. Capital stock $100,000. Howard Davies, president; H. P. Sweetser, treasurer.

Quincy, Ill.—The Quincy Washing Machine Company has been incorporated. The company is capitalized for $7,000. F. T. Brosi, Joseph W. Sharpe and Charles F. Landwehr are the stockholders.

Rochester, N. Y.—George W. Kellogg, William H. Wray and C. F. Wray are the incorporators of the Wray Pump & Register Co., capitalized at $10,000, for the manufacture of pumps.

Walden, N. Y.—Schrade Cutlery Company has been incorporated; capital, $25,000. Directors: George Schrade, J. L. Schrade, A. V. Schrade, New York.

West Toledo, Ohio.—The Conway Stove & Range Company has erected a new factory, 70x50, on property recently purchased in West Toledo. The new concern will manufacture steel ranges and gas stoves. The plant will be in operation the middle of May.

Worcester, Mass.—C. C. Malton is president, Wilson Downs vice-president, George H. Taylor treasurer, and D. W. Smith and W. A. Hampshire are the directors of the Worcester Gas Stove Manufacturing Co., capitalized at $32,000, for the manufacture of gas stoves.

Changes.

Birmingham, Ala.—The Empire Plow Co. has recently installed machinery which equips the factory to make its own plow handles, which few similar concerns in the South are able to turn out.

Des Moines, Iowa.—M. C. Randleman & Sons have sold their washing machine business to the Gee Whizz Washing Machine Co., which will continue the manufacture of the Gee Whizz washing machine. This new company is incorporated with a capital stock of $50,000.

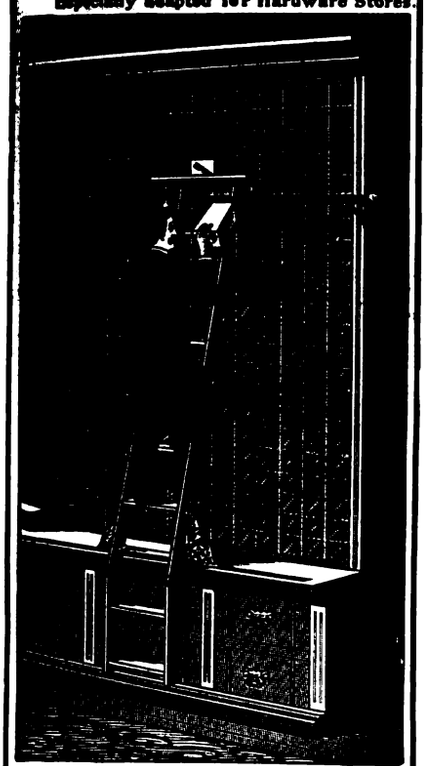
Harvard, Ill.—Hunt, Helm, Ferris & Co., manufacturers of a line of door hangers and similar goods, expect to erect an additional foundry 40x100 feet and a machine shop 40x120 feet.

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THE BICYCLE STEP LADDER.

Especially adapted for Hardware Stores.

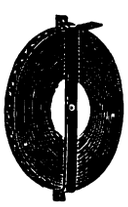


The newest, neatest, simplest, easiest operated and safest store ladder made. Highest Award World's Fair. Write us. THE BICYCLE STEP LADDER CO., 65 Randolph St., Chicago, Ill.

WE have outgrown this space again and will have to refer you to our large ad. on page 34 a where we tell of our new EC—Edgewood Design—a desirable pattern for you to carry in stock; of our Steel Chest Handles and our Spring Balances—two lines in which we wish you to become especially interested. On the same page you will find some good advice about Sargent's Gem Food Chopper, advice that it will pay you to follow.

SARGENT & COMPANY,

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BOX STRAPPING OF ALL KINDS

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WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.

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TRADE NOTE

Leipzig, Germany.—The seventh annual international automobile and bicycle exposition, under the auspices of the Society of German Bicycle Manufacturers, will be held at the Crystal Palace, Leipzig, from the 16th to the 25th of October, 1904. Sewing machines, typewriters, cash registers, etc., will also be displayed.

A RED HOT SELLER

Glogau's

Alcohol-Gas Stove



Solid Spun Brass and Nickel Plated. A boon for the Sick-Room, Camp, Travelers, Chafing Dish, Light Housekeeping or wherever gas is not available or desirable. **Makes its own gas, is portable, uses only 2 cents worth of alcohol in an hour Burns odorless, wickless,** and weighs only 7½ ounces. It can not explode, and never gets out of order. The genuine is put up in a neat white carton, bearing the name "GLOGAU'S," and is NICKEL-PLATED. Accept no other.

Retails at 75c. Sample sent anywhere Exp. paid on receipt of 50c.

GLOGAU & CO. 21 QUINCY ST. CHICAGO.

BLACK SILK STOVE POLISH



Twenty years on the market and never changed its name.

THAT MEANS QUALITY

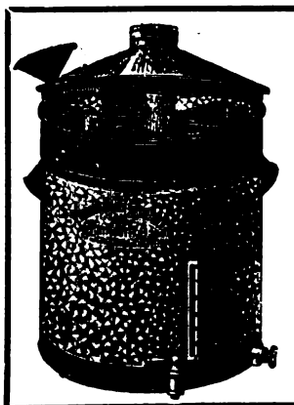
Satisfied consumers and pleased dealers. Its brilliant, lasting, blackness sells it.

These goods are NOT sold to Mail order houses or Department Stores. Trade of Hardware Jobbers and Retailers solicited.

Particulars and price list sent on application.

BLACK SILK STOVE POLISH WKS.

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WANTED! twenty five hundred letters

From hardware dealers reading this advertisement in HARDWARE, each asking for information regarding

THE FOUR-LEAF CLOVER SEPARATOR

and why it is bound to be a money-maker for every dealer who will put it in stock. Extensive and interesting advertising is creating a phenomenal demand and by writing to-day you may win!

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DRAWING KNIVES,

Shoe, Butcher and Kitchen Cutlery, Carpenters' Drawing Knives, Cigar Knives, Screw Drivers, &c.



Send for Illustrated Catalogue of Full Line.

C. J. Kimball Co.

BENNINGTON, N. H., U. S. A.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Bangor, Me.—Frank Michaud has opened a bicycle shop on Water Street.

Castleton, Vt.—Warren Allen has opened a bicycle shop in the Brennan Block.

Chatham, Conn.—The Climax Manufacturing company has been incorporated with a capital stock of $25,000 for the purpose of manufacturing bells, toys, bicycle saddles, etc.

Cleveland, Ohio.—The Peerless Company has been incorporated (automobiles). Capital stock $25,000; by F. A. Quail and others.

Cleveland, Ohio.—The Worthington Ball Company (golf balls, etc.), has been incorporated. Capital stock $10,000. Incorporated by George G. Whitcomb and others.

McKeesport, Pa.—Saul Cooper, of New York, has secured a site for a bicycle factory and will employ a number of men and boys.

Plainfield, Conn.—A. C. Edgerton has opened a bicycle repair shop.

Providence, R. I.—The Clegg Photo Supply Company has been incorporated. Capital stock, $12,000.

Riverside, Cal.—Ziegar & Bell have opened a new bicycle store.

Somerset, N. Y.—Robert Spencer has started a bicycle exchange in connection with his harness business.

Changes.

Columbus, Ohio.—Steps are on foot for the consolidation of the Young Repeating Arms Company, of this city, which recently went into the hands of a receiver, and the LeFever and Sons Company, of Syracuse, N. Y. Propositions have been made on both sides. In case the consolidation is brought about the plant will be located in Columbus on North Fourth Street. The plant at Syracuse will be abandoned.

Lowell, Mass.—George H. Bachelder, dealer in bicycles and phonographs, has moved to P. O. Square, where he has better facilities to take care of his trade.

Newfane, N. Y.—Pettit & Pettit, dealers in Hardware, have added to their stock a new line of bicycles and farming implements.

Portland, Ore.—Excavation has begun at Southeast Seventh and Oak Streets for a building for Fred T. Merrill, to be used as an automobile stable. The structure will be of brick, and will occupy a full quarter block. The stock will be on the first floor, while the second story will be used as a hall.

Toledo, Ohio.—The Kirk Mfg. Co. has reduced its capital stock from $150,000 to $15,000; and the Snell Cycle Fittings Co. has reduced its capital stock from $100,000 to $50,000. The above were some time ago absorbed by the organization of the Consolidated Mfg. Co.

Embarrassments.

Lowell, Mass.—It was announced here that H. B. Shattuck & Son, Hardware, bicycle and automobile dealers of Boston, Providence and this city, had decided to go into bankruptcy. The firm, which has been in difficulties for some time, has liabilities of $400,000.

Providence, R. I.—The first meeting of the creditors of W. Fred Hazelton, doing business as Dawson & Hazelton, sporting goods, was held in the office of Chester E. Barrows, Referee in Bankruptcy, on April 18th, and Rhodes V. Eldred was chosen trustee of the estate. Ralph T. Barnefield, of Pawtucket, Irving O. Hunt and Otto P. Robinson, of this city, were appointed appraisers.

Miscellaneous.

Chicago, Ill.—Burley Ayres, one of the first cyclists in this country, is now president of a motorcycle club in Chicago. The sport of operating power-driven, two-wheelers is booming in Chicago faster than anywhere else in the country.

Hartford, Conn.—Nothing indicates more clearly the boom in cycling than the fact that one of the big factories here has received during the past month an average of 250 applications a day for catalogues. In one day 1,300 letters were received asking for illustrated books of 1904 model bicycles. The Western branch of this firm has averaged 800 applications a day, and a new department has been organized to handle the business.

Hartford, Conn.—Part of the success attained by Colonel Albert A. Pope in the business world, and particularly in the manufacture of bicycles and automobiles, may be attributed to his enforcement of the old saying made famous by the Three Guardsmen—"One for all and all for one." Signs bearing these words are placed conspicuously in Colonel Pope's factories throughout the country, and it is believed to account for the loyalty of the thousands of men in his employ.

Providence, R. I.—President George L. Cooke, of the League of American Wheelmen, has appointed Wednesday, June 29, as League Day, when all of the State divisions will be supposed to hold some kind of a celebration. The Rhode Island division will elect its officers that day, and will probably have an outing also.

The Buffalo Cycle Trade Association completed its organization at a meeting held in the Iroquois Hotel on Tuesday evening last, when the following officers were elected for the ensuing year: President, Thomas Keenan; vice-president, J. A. Worthington; secretary, D. H. Lewis; treasurer, E. C. Bull; executive committee, John Henry, A. J. Nabinger, J. A. Cramer, P. W. Eigner and Charles Haberer.

HARDWARE DEALERS RECORD (Continued)

Changes.

Roseville, Ohio.—S. P. Zehrung, who for the past 10 or 12 years has conducted a Hardware store, has closed a deal whereby A. M. Leach, of Millersport, takes over the store. Mr. Leach will take charge of the property at once.

St. Paul, Minn.—Farwell, Ozmun, Kirk & Co. will build a five-story Hardware warehouse in Spokane, Wash., and make that city its Western distributing point, notwithstanding the railroad boycott and the condition of rates. The firm will build also a new central store and warehouse at St. Paul on the Milwaukee tracks. Mr. Kirk stated that the rates would justify the firm in handling a long list of goods at Spokane.

Temple, Tex.—The T. L. Hollingsworth stock of Hardware that has been in the hands of a receiver for the last ten months, was, on April 16th, sold at private sale to Fox & Mills, of Lampasas, and the stock will be moved there and consolidated.

Vandalia, Ill.—James S. Evans has recently purchased the Hardware stock of L. E. Morey, and will continue to conduct the business at the same stand, carrying a full and complete line of Hardware. Mr. Evans was for a number of years associated with M. F. Houston in the same line of business, and is thoroughly conversant with all the minor details connected with the business. He has associated with him his two sons, Bert and Charles.

Vincent, Ohio.—Hayes Bros. have disposed of their stock of Hardware and the new firm is known as Turner & Tresch.

Watertown, N. Y.—The Hardware store in the Burdick Block, on Franklin Street, conducted by Joseph W. Poole and J. Sterling Sill, have taken in a new partner, Byron G. Bents, a young man who spent two years with the firm before accepting a position with a wholesale Hardware house. While Mr. Sill retains his interest in the firm, his personal attention will be given to other business, leaving to the younger men the sole management. The firm name has been changed to Pool, Bents & Co., and they will continue to carry a full line of shelf and Builders' Hardware, with several new lines of specialties for the household the farm and general trade.

Yarmouth, Me.—Charles Russell, of the firm of Griffin & Russell, dealers in Hardware has sold out his interest in the business to Mr. Rogers.

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THE NEW

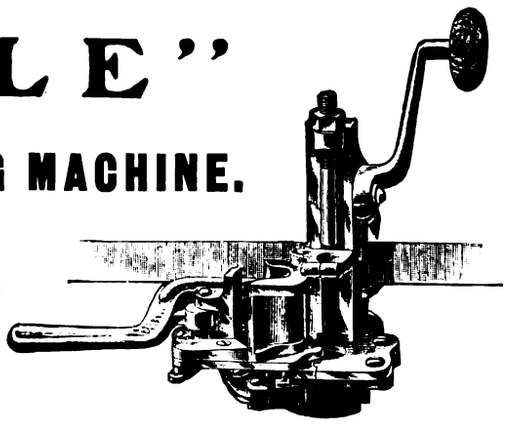
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HAND POWER BOTTLE CORKING MACHINE.

The only machine of its kind fit to be handled as shelf goods.
Suitable for **all corks** up to 2 inches long.
For corking all sizes and styles of bottles.

Perfect Pre-Compression of Cork allowing to cork top-full bottles, **without slightest** danger of breakage. **Automatic Bottle Grip** constructed to tightly grasp, hold and centre **any size and shape of bottle. Total weight of complete machine only 7 lbs. and UNIFORM RETAIL SELLING PRICE $7.50 EACH.**



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HUGO REISINGER, Manufacturer,

HOWARD E. CASE & CO., Export Agents, 116 Broad Street, N. Y.

11 BROADWAY, N. Y.

78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,
ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO., 155 CHAMBERS ST.
F. A. VORDERMEIER, NEW YORK MANAGER. MAIN OFFICE AND FACTORY, NEWARK, N. J.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. WORCESTER, MASS.

HORSESHOE MAGNET HAMMER
WARRANTED.



Fitted with long handles. A specialty for billposters and traveling advertisers; also useful in other trades.

SUPERIOR TO ANY MAGNETIC TOOL HERETOFORE MADE.
Arthur R. Robertson, Patentee and Sole Mfr.,
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The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
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Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

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CUSHMAN & DENISON MFG. CO.
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Screen Doors

Window Screens, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.

THE A. J. PHILLIPS CO.
FENTON, MICH.

GOOD CHISELS

ANDERSON QUALITY

Neatly packed and Labeled.

If your jobber doesn't handle them write us direct. Don't take cheaper makes that cost you just as much as the Anderson.

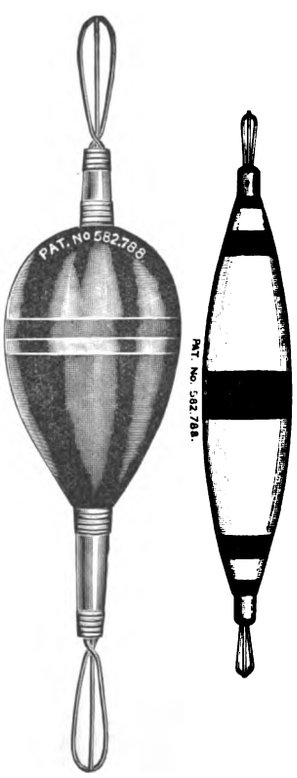
W. H. ANDERSON & SONS
Detroit, Mich.

The Float Question

There is no question about

Mast's Patent Floats

More Sportsmen are satisfied with Mast's because they catch more fish with them than with any other kind



The material of which they are made is tougher, lighter and more buoyant than cork. Practically indestructible. They have proved business baits for sportsman's trade.

Stop and consider our Patent Floats before sinking your money into inferior goods for 1904.

J. M. MAST MFG. CO.
Lititz, Pa., U. S. A.

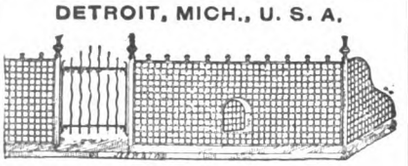
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GOOD AGENTS WANTED TO SELL



J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

The
IRISH MAIL
Is a business proposition to the dealers and is Handled by
THE LIVE ONES
Advertised for the dealers benefit.
Stoutest, neatest and best Car made.
SELLS AT SIGHT



"GEARED FOR SPEED"
A feature that is a salesman.
We tell everything in our catalog.
Write today.
STANDARD MFG. CO.
No. 566 Chase St.
Anderson, Indiana, U. S. A.

Hardwaremen's Exchange

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad received less than three lines.*

Business Opportunity.

HARDWARE BUSINESS FOR SALE—$9 000 to $11,000 located midway between New York & Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owners desire to retire. Write for particulars. Address Hardware and Stoves, care of HARDWARE PUBLISHING Co., New York, N. Y.

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

Situation Wanted.

HARDWARE SALESMAN—20 years experience—Builders and genera hardware—Established trade in Greater New York—Best References—Capable of buying and managing. "Remle", care of HARDWARE PUB. CO.

EXPORT AGENTS
BECHTOLD & WOOD,
54 Stone Street. New York City.
Desires to represent for export Manufacturers of Household and Hardware Specialties, Cutlery etc. Builders and Contractors supplies. First-class references given.

Wanted.

WANTED—Situation in Hardware store 10 years' experience in good country retail store. At present employed; unmarried. Wages moderate if good and chance to advance. C. H., care of HARDWARE, 309 Broadway, N. Y.

Salesman Wanted

EXPERIENCED SALESMAN in Builders' Hardware and Mechanic's Tools. Must have the best of references. Address with full particulars J. W. C. Care of HARDWARE.

For Sale.

50 new cold weld seamless steel pressure tanks (20 gallons capacity, tested to 200 lbs) each complete with double acting liquid or air pump, valves and pressure gauge; guaranteed to be in perfect condition—never used; cost each $25; will sell the lot $12 each. Address "A. P." HARDWARE.

IF YOU WISH TO BUY PATENTED INVENTIONS
HARDWARE SPECIALTIES, MAIL ORDER NOVELTIES, MACHINERY, ANYTHING WRITE ME
INVENTORS DESIROUS OF SELLING THEIR PATENTS QUICKLY, CONSTANTLY REGISTER WITH ME. I CAN SAVE YOU TIME.
CHARLES A. SCOTT ROCHESTER, N.Y. 346 Cutler Bldg

THE DANDY SINK CLEANER
A Perfect and Complete Household Specialty.



A Sink Cleaner and Shovel Combined.
Tidy housekeepers will throw away the dirty sink broom and buy the DANDY SINK CLEANER on sight.
TRY IT AND BE CONVINCED.
For sale by all Wholesale Hardware Dealers and by the patentee and manufacturer.
John W. Sudlow. 986 HALSEY ST., BROOKLYN, N.Y.



PORTER BARN DOOR HANGERS, HAY TOOLS, &c.

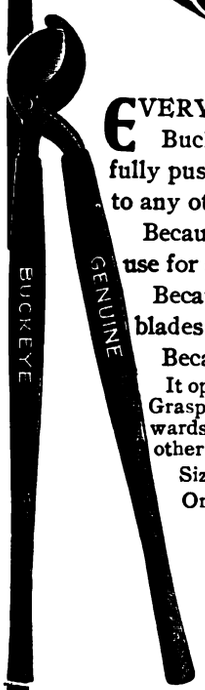
OUR GASOLINE LIGHTING SYSTEM



and Lamps are delighting our customers, because our Improved Generators are properly constructed; we have been improving them for four years—anyone can easily clean them. Hundreds of testimonials from merchants. We don't ask you to take our word for it—**we send them on trial.** 600 candle power Lighting Systems—Arc Lamps—Gravity Lamps—all styles. We are selling hundreds of our Improved Generators (burners) to put on other lamps where the burner has proven worthless. Reduce your light bills 75 per cent., and sell to your neighbors.
Agents wanted everywhere. Absolutely safe. Permitted by Insurance Companies. We are headquarters for all kinds of mantles. Write for catalogue and prices.
STANDARD GAS LAMP CO. (Established 1899.)
141-143 Ontario Street, Chicago, U. S. A.

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EVERY dealer should handle the Genuine Buckeye Pruner, because he can carefully push it to his best trade, in preference to any other pruner made.

Because it has stood the test of actual use for over 30 years.

Because it is the strongest made---the blades being hand-forged.

Because no other made cuts so easily.

It operates just opposite from other pruners. Grasp the limb with the hook, and cut towards you. It's quicker and easier than the other way.

Size 25—inch.

One dozen in a case.

Write for prices on a Sample Order.

NOVELTY MFG. CO.

JACKSON, MICH., U. S. A.

75 Years' Experience

In the manufacture of Edge Tools has taught us that mechanics everywhere are willing to pay a fair price for

The BEST EDGE TOOLS--WHITE'S--

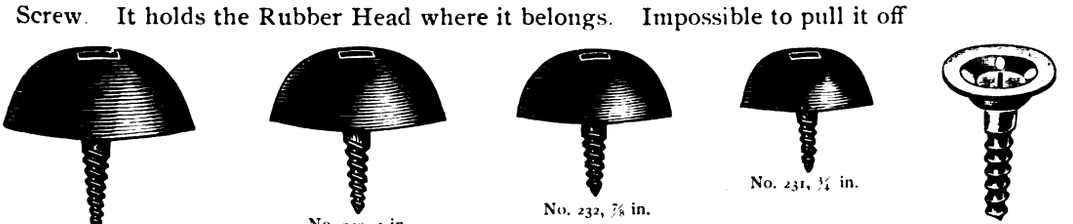
If you have never handled them, send us a trial order. We are positive you or your customer will want nothing better. Our name helps sell them. Write us. Mention HARDWARE.

L. & I. J. White Co.

BUFFALO, N. Y.

SLOTTED SCREW TIPS

Ours differ from, and are better than, other kinds. The difference lies in our Special Brass Screw. It holds the Rubber Head where it belongs. Impossible to pull it off



ACTUAL SIZE

Write us for Catalogue and Prices. Mention HARDWARE.

The ELASTIC TIP CO., 370 Atlantic Ave., Boston, Mass.



The TAYLOR & BOGGIS FOUNDRY CO.

MANUFACTURERS OF

LIGHT GRAY IRON CASTINGS,







BUILDERS' HARDWARE.

Dampers, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.

CLEVELAND, - O.

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PUMPS

AND

HYDRAULIC MACHINERY

MANUFACTURED AT

THE BEST EQUIPPED PUMP FACTORY IN THE WORLD

BY

THE DEMING COMPANY, SALEM, OHIO, U. S. A.

HENION & HUBBELL, General Western Agents, 61-69 N. Jefferson Street, Chicago, Ill.

ILLUSTRATIONS OF DEMING SPRAYING APPARATUS



HAND AND POWER PUMPS

FOR ALL PURPOSES

THREE DISTINCT CATALOGUES GENERAL LINE OF PUMPS, POWER PUMPS, SPRAY PUMPS.

GENERAL AGENCIES:

HENION & HUBBELL, Chicago.
ENGLISH SUPPLY & ENGINE CO., Kansas City.
HARRIS PUMP & SUPPLY CO., Pittsburg.
W. P. DALLETT, Philadelphia.
CHAS. J. JAGER CO., Boston.
SYDNOR PUMP & WELL CO., Richmond, Va.
CRANE CO., San Francisco, Los Angeles, and Portland.
RALPH B. CARTER CO., 47 Dey St., New York.

NEW YORK OFFICE, 56 Pine Street.

Orders Executed Through New York Export Merchants.

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A $2 Advertising Course

Learn to Earn $20 to $100 Weekly.

I am making a remarkable offer to business men who want to improve their own advertising, and to those who want to learn a congenial and very profitable profession, but are not convinced of their ability to succeed at it, or who are not sure which course to take.

Send me $2 and I will give you four weeks' trial instruction. That will show you just how good my course is, and how valuable it may be to you.

If you decide to continue, and I believe you will, the $2 will be credited to your account.

I **wouldn't** make this offer unless I honestly meant to help you.

I **couldn't** make it unless I really did do for my students the things I promise.

I am a specialist in advertising.

For seventeen years I have been building business for some of the largest advertisers in the world. Regal Shoes, Heinz Pickles, Studebaker Wagons, Jenkinson Stogies, R & G Corsets, and a host of others have been numbered among my clients.

My course is practical not only because it is based on my wide experience, but also because it is backed up by an actual advertising business.

Look up the rating of the Bates Advertising Company, and then send $2. Anyway send stamp for my handsome 66-page prospectus.

CHARLES AUSTIN BATES,

28 Spruce St., N. Y. City.

NICE

¶ Our 1904 Illustrated, Descriptive Catalogue is now ready for mailing, as is also our New Edition of Booklet "Natural Wood Finishing."

¶ They have been prepared at great expense and we want to send them to every Dealer interested in handling

GOOD VARNISHES, FILLERS, PAINTS, STAINS, Enamels, Colors, Etc.

Write for them to-day. They're worth having.

E. E. NICE

Philadelphia, Pa., U.S.A.

WINTERTON METAL POLISH

FOUR GRADES.

One for Old Brass,
One for Hot Brass,
One for Bright Iron.
Also Liquid Polish.

W. W. CALLERY & CO.,
PITTSBURG, PA.

When You Write to

ADVERTISERS

Please Mention "HARDWARE"

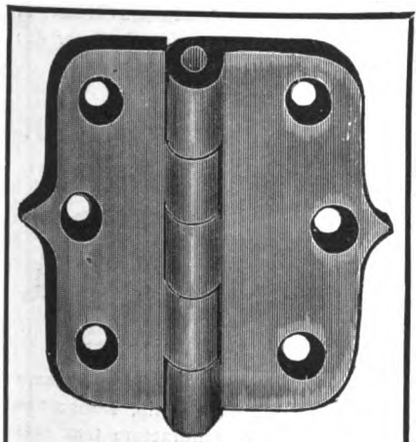
ADAM'S STEEL & WIRE WORKS,

Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.



Send for Catalogue.

W. J. ADAM, JOLIET, ILLINOIS.

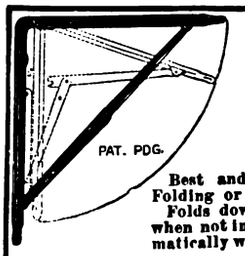


Grasp It, Mr. Retailer

When you have an opportunity of selling bent railings or special work of any kind in your locality forward us the specifications.

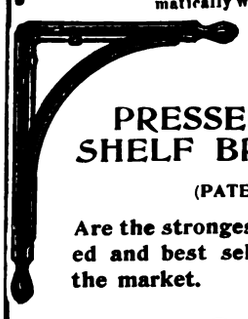
We manufacture Bent Brass Railings and Grill Work for Offices, Stores and Saloons and supply Brass, Bronze and Iron Hardware, Refrigerator Trimmings, Latches, Hinges, Hooks, etc. Write for our 1904 Catalogue.

Western Brass Mfg. Co.
63-65 South Canal St., Chicago, Ill.



GRIFFIN'S FOLDING BRACKET

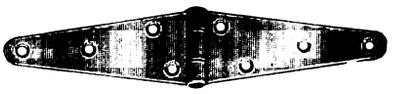
Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
Erie, Pennsylvania.





"GRAND RAPIDS" BALL-BEARING

All Steel Sash Pulleys are the only steel sash pulleys made with solid steel balls running on a turned steel axle.

Every dealer should write for free sample and prices. We are the largest makers of sash pulleys in the world. The "GRAND RAPIDS" are the largest sellers. Get the genuine.

Grand Rapids Hardware Company
19 Pearl St. Grand Rapids, Michigan.

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GET OUR PRICES BEFORE ORDERING

BOX ORNAMENTS AND CORNERS.
BRASS GOODS MANFG. CO.
Corner Union and Nevins Streets, BROOKLYN, N. Y.
MANUFACTURERS OF
METAL GOODS IN BRASS, BRONZE, AND TIN.
LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
THIS CARD CHANGES EACH ISSUE.

WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,
THE
American Steel Roofing Co.
Middletown, O.



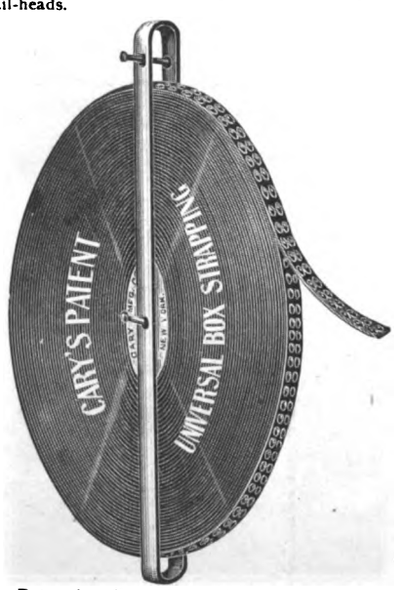
AMES SWORD CO.,
CHICOPEE, MASS.
MANUFACTURERS OF
Patent Perfection Padlocks.
All sizes, ½ in. to 2½ ins. Send for Catalogue.



Greenerd Arbor Press
It Saves Marring, Upsetting, or Springing the Arbors; cleaning out the centres and taking off the dogs, etc., etc.
SEND FOR CIRCULAR.
Chandler & Farquhar Co.
131 Congress St., Boston, U. S. A

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



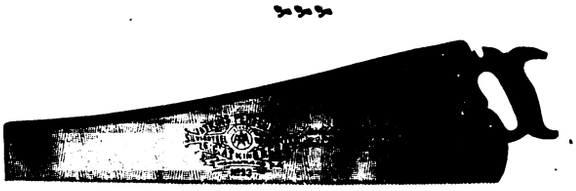
Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

BUILD UP YOUR SAW TRADE.

You can easily do it if you handle **Atkins High Grade Silver Steel Hand Saws.** Their superiority and fine cutting qualities have firmly established an enviable reputation among carpenters and users of hand and small saws. First class mechanics prefer them for fine work above all others.

ATKINS ALWAYS AHEAD!



Atkins High Grade Silver Steel Hand Saws excel in Material, Temper, Workmanship, Design and Finish. Nothing overlooked in manufacture that adds quality to the saw.

E. C. ATKINS & CO., Inc.,

Branch Houses:
New York City, 64 Reade Street.
Chicago, Ill.
Memphis, Tenn. Atlanta, Ga.
Minneapolis, Minn.
Portland, Ore.
Seattle, Wash.
Toronto, Ont., 30 Front St., East.

Factories and Home Offices,
INDIANAPOLIS,
Ind.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
Q. E.....per M 50@ 52c
Musket.....per M 66@ 68c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.35&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)..20%
Expert, Metal Lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag.1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 22 lb bag.....2 25

GUN WADS—Ⓟ 1000—

E. E., 11 up	$ .60	15%
E. E., 9 & 10	.70	
E. E., 8	.80	
E. E., 7	.80	
P. E., 11 up	1.00	
P. E., 9 & 10	1.25	
P. E., 8	1.50	
P. E., 7	1.50	

Eley's B. E., 11 and larger..$1.70@$1.75
Eley's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tool Co.: Ⓟ doz.
Hawkeye.....$3.25
Western.....3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net.....$2 00
Burton's per doz. pair, Nos. 2 and 3.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: Ⓟ gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net. 7.20
Belt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8¾c
Eagle Anvils, Ⓟ lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits } 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 33...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable..$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co..25&10%
Clark's small, $18.50&10%
Clark's large, $26.50&10%
Ives' Model, Ⓟ doz. $80.50%

DOUBLE CUT GIMLET BITS—

Common, net.....$2.75@3.00
German Pattern, net.....$1 00@4 25
Mayhew's Diamond Ⓟ doz. $1.35...40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....50%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....85c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch Ⓟ doz.....$1.00
Stanley Rule & Level:
Handled Brad.....20&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, Ⓟ doz. $7.50; No. 20, Ⓟ doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands..$6.50to9.75
Ice, Bradleys.....80%
Bradley's wide bit, net.....$10.50
Long Island, net.....9 25

HATCHETS—

Hunt's, Underhill's or Blood's..40&10%
Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓&5
Boys Axes.....33⅓&5%
D. Simmons & Co.:
Broad, Shingling and Claw, Lath, Hunters', etc., Picks and Mattocks } 50&5%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9 00 "
200 " ¼ bbls.....
375 400 lb " .....} .08½lb

Balances—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....50%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....50@60%
Tinned, each, $10.50.....65@80%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55&60%
Silver Chime.....33⅓@33⅓&10
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....80%
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths'.....70@70&10
Hand.....25&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched...45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Western.....40

Binder Twine—

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	11¾c
Pure Manila	12¼c

Bit Holders—

Angular.....45%
Extension:
Barber's, Ⓟ doz. $15.00.....45@50%
Ives' Ⓟ dos. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, Ⓟ dos. $3.00.....33⅓%
Excelsior Ⓟ dos. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity Ⓟ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Hartz' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves...6%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@10%
Wrought Barrel Bolts, Griffin's. 75&10%
Wrought Square.....50@50&10%
Wrought Shutter, Standard list.. 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list.. 50@50&10%
Wr't Sunk Flush, Stanley's list... 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....75&5%
Machine, Plain Nuts....75&5@75&10%
Carriage, Common.....70&10@75%
Phila., Eagle, list May 24, '99.....80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Pertchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....60%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....60%

Bone Mills.

Enterprise.....20@20%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		30&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Wear and Tear

in Horse Nails has been reduced to a minimum in

The New Putnam Horse Nails.

WHY? Because they are made by a newly patented process which increases the natural strength of the iron.

The Highest Test

for tensil strength, elongation and elastic limit was stood by The New Putnam Horse Nails.

Wherever tried they have given entire satisfaction.

They will sell and stay sold. **We have a Special offer.** Write us.

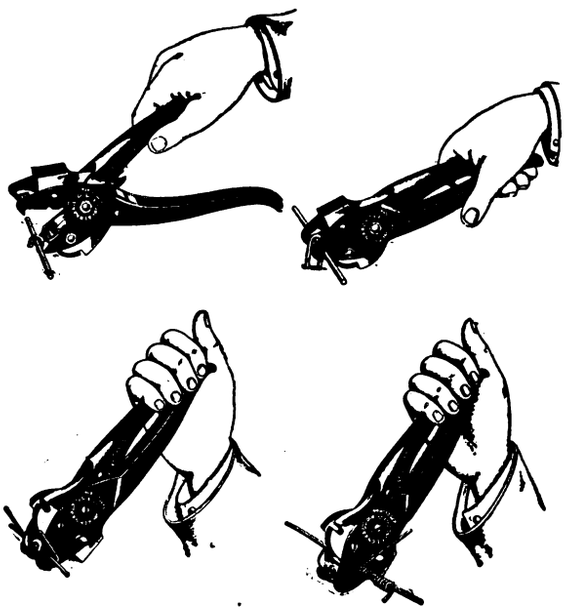
Putnam Nail Co.
Neponset, Boston, Mass.

Six Tools in One:

Staple Puller, Wire Splicer, Plier, Cutter and Hammer
are to be found in

Schollhorn's New Model

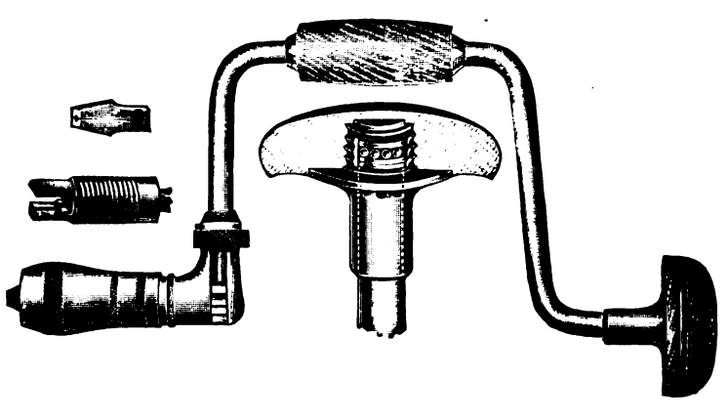
"Elm City" Staple Pulling Plier.



The most convenient, durable and powerful pliers on the market to-day. Does the best work rapidly and accurately

The **Wm. Schollhorn Company**
New Haven, Conn.

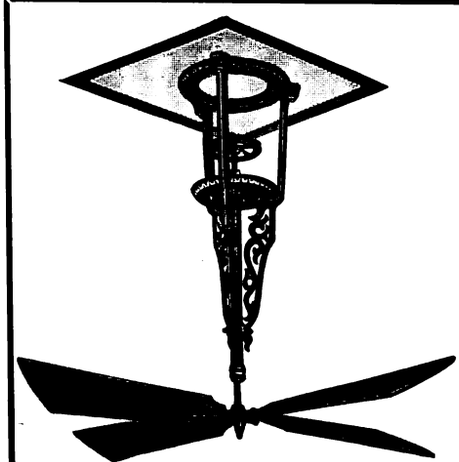
JUST OUT — Note the Graceful Lines



We have spared no expense to make this new line the best ever. Finest finish and workmanship throughout.

WRITE FOR LATEST CATALOGUE.

Lancaster Machine & Knife Works
LANCASTER, N. Y.



BELTED CEILING FAN

SPECIALTY MFG. CO.

INDIANAPOLIS, IND.

DISC FANS
Electric or Belted

INDIANA VOLUME
Blowers and Exhausters

COLUMN and DESK FANS
For Water Power

BELTED CEILING FANS

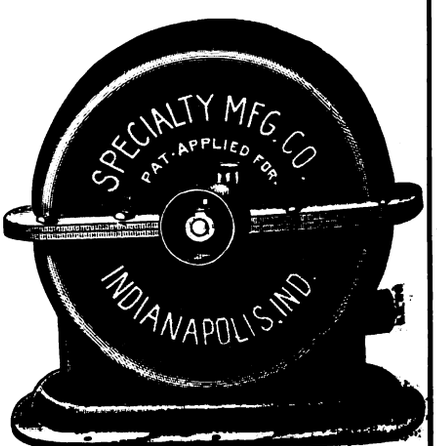
WATERMOTORS
for operating FANS

ICE CREAM FREEZERS

COFFEE MILLS

MEAT CHOPPERS, ETC.

Write for Catalogues



WATER MOTOR

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Scrapers—
Bradley's.....20%

Box Strapping—
Cary Mfg. Co's, in case lots:
"Universal,".....20&10&10&10
Standard Metal Strap Co's:
Eclipse.....20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&10%
No. 208½@214½.....50&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....50&10@60%

Brackets—
Brackets, Griffins Folding.....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases.....80&10%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list...40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co.....25&10%

Bracket Sets—
Millers Falls Co.....33⅓& 10

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's.....₩ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—
Standard. List, June 24,1903. 90@90 & 10%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....30%
Plumbe.....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—
Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—

BRASS—
Wrought Brass, list Sept. '96. 30@30&10%

CAST IRON—
Loose Joint.....70@70&10%
Loose Joint, Japanned.....70@70&10%
Loose Joint, Jap. with Acorns.....70@70&10%
Loose Pin.....70@70&10%
Mayer's Hinges.....70@70&10%
Parliament Butts.....70@70&10%
Fast Joint, Broad.....50@50&10%
Fast Joint, Narrow.....50@50&10%

WROUGHT STEEL—
Table and Back Flaps.....75%
Narrow and Broad.....75%
Inside Blind.....75&10%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....66⅔%
Japanned, Ball Tip Butts.70&10%
Bronzed Wrt. Nar. and In-Inside Blind Butts.....55&10%
Extra 10% to 10&10

Calipers—
Bemis & Call:
Double.....65%
Inside and Outside.....65%

Can Openers—
American.....₩ gross, $1.75@$2.00
Goodell's Acme.....₩ gross, 6.00
Hopper's.....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix.....4 %
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel..₩ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25;
No. 3, $2.50.....75&10%
Universal, ₩ doz., $3.00.....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel.....75%
Plate.....60@60&5%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent s.....70&10%
Weltons.....70&10%

Chain—
American Coil and Halter Chains:
"American".....40@45&10%
"Niagara".....45@50&5%
"Eureka".....45@50&10%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3 60
¹¹⁄₁₆	3.55
¾	3.50
1	3.40

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain...
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain.....
Covert Mfg. Co., Stallion Chain..
} 40%
Galvanized Pump Chain.....4¼@4¾c
German Coil, list July 24, '97...60&10@60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron...60&10@60, &10&10%
Jack Chain, Brass..60&10@60, &10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains:
New List.....60@60&10%
Bridgeport Trace chains.....65%
Stake " 65%
Heel " 30%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....40&5%
Sisal.....20%

Chain Guards—
Aluminum S. & N. Co.....50

Carpet Stretchers—
Montross' "Excelsior,"...₩ dos., $6.00.....30%
Bullard's.....33⅓%
Cast Iron Steel Points.....₩ doz.....80c
Socket.....₩ doz., $1.75@$2.00

Carpet Sweepers— ₩ doz.

National Sweeper Co., Marion, In.	
Marion Roller Bearing Regular finishes, full Nickel	$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel	27 00
Monarch, Roller Bearing, Nickel	28 00
Monarch, Roller Bearing, Japanned	20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel,	24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel	32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel	36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned	33 00
Perpetual, Regular Bearings, Nickel	20 00
Perpetual, Regular Bearings	18.00

NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise.....25@30%
Goodell's Family.....net ₩ doz. $5.00

Chisel and File Handles
See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Standard Makes.....70%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70...16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels.....30&10%
Tanged Gouges.....40&10%
Tanged Firmers'.....40%&10%
Tanged Gouges.....40%
L. & I. J. White,.....25&5%

COLD CHISELS—
Good quality, ₩ lb.....15@18c
Snell's Best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk— ₩ doz
Challenge Shank.....$3.25
Star Shank.....4.00
Star Socket.....4.25

Clippers—

HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century.....20%

Coffee Mills—
Box and Side.....60%
Enterprise Mfg. Co.....25@30
Lane Bro's Co.....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson.....₩ doz $10.00

Corn Hooks— ₩ doz
Kretsinger Cut Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net $1.50

Countersinks—
Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List.....20%
Dixons:
₩ gro.
Eclipse.....7 in. $3.75 9 in. $4.88
Emerald.....5.00
Oriole.....5.00
Rainbow.....5.00
Solid.....3.12
Tailors, Black $5 62. Red & Blue $9.00

Curry Combs—
Kohler's.....40%
The Metal Stamping Co. Ideal,..20&10%
Perfect.....40%
Rubber, ₩ doz. $7.50.....40%
Southington Cutlery Co.'s.....20&10%

Cutlery—
Fosters, Pocket.....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40&10%
Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....50&10@60%
Home.....50&10
Ogden's.....33⅓@40%
Pullman's Screen.....₩ doz. net $4.50

Door Holders—
Empire.....50%

Door Springs—
Gem (Coil), list Oct. '95.....20%
Perfect.....65&10&10
Pullman, Coil.....20%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in. ₩ doz., net...$1.25
" " 48 in. " " ... 8 50
Victor, Coil.....50&10&10%

Drain Cleaners—
Iwan's Adjustable.....55%
Iwan's Stationary.....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list.....75&10%
Sargent's List.....60

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....65&2&10%
Watrous.....15⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3.00..15&10%
Stearns' Bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg. Co.....30%
Enterprise Mfg. Co.....25@30%

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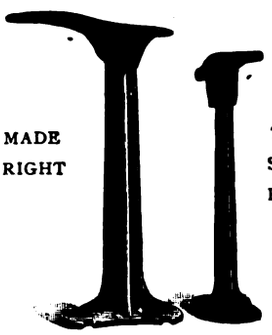
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The Trade Mark that stands for reliable goods, good finish and prompt shipments.

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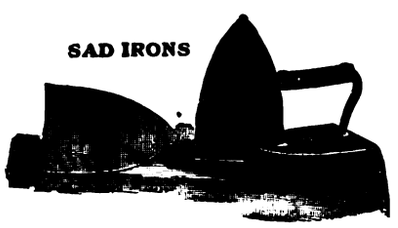
Shoe Lasts and Stands.

Made of Cast Iron.



MADE RIGHT TO SELL RIGHT

SAD IRONS



In this line we are leaders.

Our goods stand the hardest usage.

Our assortment is large.

We have the largest and best equipped factory in the south for the manufacture of Sad Irons, Country and Stove Hollow Ware. Ground and Unground. Sugar Kettles, English Pots, Cast Iron Shoe Lasts and Stands, Kitchen and Corner Sinks, Grates, &c.

Shall we send you our catalogue?

BLACKLOCK FOUNDRY
South Pittsburg, Tenn.

Improved Natural Stone Germ Proof Water Filters

Every Filter guaranteed perfect and absolutely germ-proof.

Display Card with every shipment.

Send for prices and discounts.

We manufacture Sanitary Stone ware of every description.



Fulper Pottery Co. Flemington, N. J

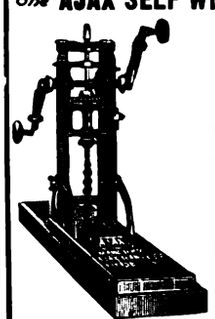
SKEET METAL STAMPING, BLANKING, FORMING COMBINATION AND DOUBLE ACTION DIES made to order.



Our ability is the product of 25 years of experience. All work guaranteed.

HUNT & DORMAN MFG. CO.
15-31 Bright St., Cleveland, Ohio.

The AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

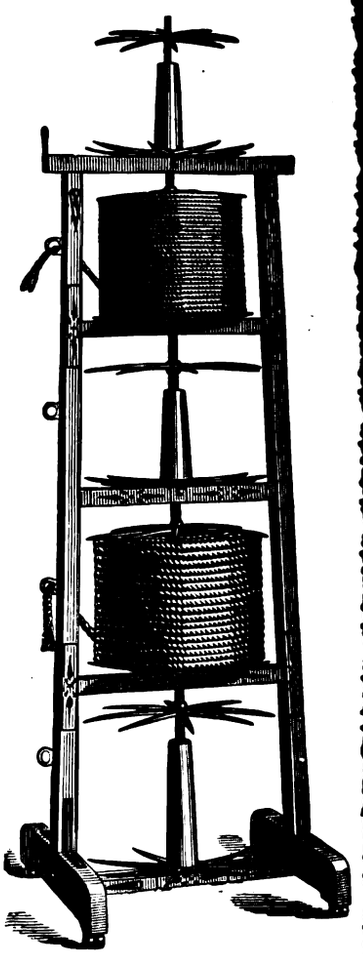
AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

Unbelievers

are being converted as fast as we can get a whack at them to use our

Patent Rope Reel



EVERY HARDWARE MAN, handling rope, needs it.

No recoiling necessary. Rope is placed upon spools in the shape the coils come. Made of best material, nicely finished and varnished.

The Udell Works
Indianapolis, Ind.

Do you handle OHIO WATER TIGHT STEEL HODS?



We have created a demand for these goods that must be supplied, and you should be getting your share of this trade.

They are absolutely WATER TIGHT, the back end being folded like the corner of a dripping pan. No slitting or piecing.

They are light, yet strong and durable. We use a good iron paint, drab in color, which makes them very attractive and if placed where masons can see them, will sell themselves.

The adjustable malleable iron fork and socket, admits of the replacing of a broken handle or taking up shrinkage in a few moments.

Made exactly as represented in cut.

Write to-day for prices. Orders filled promptly.

The GEAUGA MANUFACTURING CO.

Painesville, Ohio.

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Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ₩ lb.....10c
No. 54 to 150, ₩ lb.....10c } 20%
Flour, ₩ lb.....8c

Escutcheons—

Wood.....25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz.

"Challenge".....$8.00
Pepes.....8.00
Wilkinson's.....$8.10 net
Westerholm's.....$8 25

Faucets—

Brass Globe Cocks.....65@65&10%
Brass Racking.....65@65&10%
Compression Bibbs.....65@65&10%
Compression Bibbs with flange. 65&10%
Lever Handle Bibbs, Gr. Ky.
Rgh.....65&10@70%
Fin.....65@65&10%
Frary's Iron Petroleum.....60@60&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lanes.....$40.10&2½

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American.....75&5%
Arcade.....75&5%
J. Barton Smith.....75&5%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75%
Great Western.....75&5%
Kearney & Foot.....75&5%
McClellan.....75&5%
Nicholson.....70&10%
Nicholson's X. F. Files.....80@80&10%
Royal.....80@80&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Filters—

Acorn.....50%
Pulper's Natural Stone...$3.50@$18.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78.00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler.....₩ doz. 30.00
Gun Cleaner.....₩ doz. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield.....₩ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%

Forks—

Geneva:
Two-Tine Hay and Boy....50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines.....50&10&5%
Four-Tine Hay.....66⅔%
Long Three Tine, Grain, &c...65%
Long Four-Tine Header, &c.....65%
Alfalfa, Deep Dish Header.....65%
Three-Tine Baler.....65%
Four-Tine Baler.....65%
Barley and Grain.....60&20%
Champion Hay.....66⅔%
Champion Manure.....60&15&2½%
Champion Header.....65%
Four-Tine Manure.....60&15&2½%
Five and Six Tine Manure 66⅔&2½%
Spading Forks.....70&2½%
Potato Digging.....60&10%
Baling Press.....60&12½
Stable and Fish.....50&10&5%

HEAVY FORKS—

Vegetable Scoop, Sugar Beet, Barn, Sluice, Cotton Seed, Coal and Coke, Stone, Tanners', Shaving, Oyster } 40&10%

Fruit, Wine and Jelly Presses.

Enterprise.....20@25%

Fry Pans—

Standard List.....70&10

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disstons' Mortise.....70%
Marking, Mortise, etc.. 50&10@50&10&10%
Stanley's.....20@20&10&10%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morse's.....25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots—

Enameled.....40%
Tinned.....35%

Graters—

Enterprise.....25@30%

Graphite, Lubricating.

Dixon's Pure Flake
632— 1 lb. cans,.....20 cts. ea.
633— 5 " screw top tin cans, 85 cts. ea.
634— 10 " " " $1.60 "
644— 25 " boxes,.....15 cts. lb.
645— 50 " " .....14½ cts. lb
646—100 " kegs,.....14 cts. lb.
647—350 " barrels,.....12 cts. lb.

Grindstone Fixtures—

Cronk's.....30%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters.....40&5%
Sisal Rope.....20%
Web Halters.....45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail.....10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack.....₩ doz. net $2.50
Maydole's.....33⅓&5&40&10%
Sargent's New List.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....40&5%
Engineers and B. S. Hand, 50&12½&5%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb.....70&2½%
3 to 5 lb.....70&12½%
Over 5 lb.....
Wilkinson's Smiths.....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's.....₩ doz.,$15.00

Handles—

WOOD—

Auger, assorted.....₩ gr. $2.75@3.00
Auger, large.....₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32½.....40%
Axe, Pick, etc.....50@5 &10
Bliss Mfg. Co.
Chisel
Brad Awl
File
Auger
Soldering Iron } 25@33⅓%
Brad Awl.....₩ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted.....₩ gr. $1.12@1.25
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet,.....50&10@60%
Hoe, Rake and Fork.....60@60&5%
"Simplicity" File Handles, ₩ gr. $.90@1 50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles..60%

CROSS-CUT SAW HANDLES—

Atkins.....40%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door—

Old Pattern.....60&10%
New England.....66⅔@70%
Lane's Covered.....50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's:
Standard.....50&10&10&5
Special.....50&10&10&5
Track for same.....₩ 100 ft. net,$3.75
Cronk's:
Nos. 1, 1½, 2 & 3..60&10%
Nos 11, 12.....70%
Nos. 21, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs.....60&10%
Myers' Stay-on.....50&10%
Wilcox's New Century..50&10&10%

Hangers, Garment.

Pullman's.....₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard.....net, $3.35
Ball Bearing.....4.15
New Model.....3.85
New Champion.....2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B.438, 40 drawers, no partitions, run. ft, $3 60; net each.....$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each.....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft., $3 75; net each.....22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each. run. ft.. $2.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above. run. ft. $3.10; net each.....25 84
No 1772. 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's.....50%
McKinney's "Perfect," $1.10 ₩ doz.50%
Wrought.....85&10&90%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track.....$7.00
Myers Unloader, Wood Track..7.00
Comb. Car, Double Steel T.....7.00
Comb. Car, Wood Track.....7.00
Rev. Car., Double Steel Track..7.00
Rev. Car., Wood Track.....7.00
Myers Unloader, Cable.....7.00
Myers Unloader, Single Rail....7.00
Sure Grip Sling Car, Steel or Wood Track.....12.00
Double Rail Steel Track, complete with clamps.....₩ ft...20
Single Rail Steel Track complete with clamps.....₩ ft..20
D. H. Fork Steel Regular...each, 1.60
Nellis Fork.....each, 3.00
Double Grapple Fork.....each, 7.00
Sprout's Shear Fork, each.....$1.50
Walker Fork, each.....2.50
Common 6 in. Wood Sheave Pulley, Fig. 483.....₩ dos. 3.20
Faultless Steel Frame K. P. Pulley, Fig. 485.....₩ dos. 4 00
Faultless Steel Frame 6 in. Plain Pulley, Fig 486.....₩ doz. 3.50
Malleable Frame K. P. Pulleys, Fig. 676.....₩ dos. 4.60
Reed Wood Frame Pulley with Hook, Fig. 484.....₩ dos. 4.00
Steel Frame Pulley with Iron Sheave. Fig. 565. ₩ dos.....3 50
Floor Pulley, Wood Sheave, Fig. 486.....₩ doz. 4.20
Hanging Hooks for Double Steel Track.....₩ dos. 1.40
Hanging Hooks for Single Steel Track.....₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in.....₩ dos. 1.00
Hanging Hooks for Wood Track, 16 in.....₩ doz. 1.80
Floor Hooks ¾ in.....₩ doz. 1.40
Malleable Rafter Brackets, ₩ dos. .70
Wrought Rafter Brackets ₩ doz. .70
Rope Hitch.....₩ dos. 3.20
Discount on above, 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point40&10%
Iwan's Hay, Sickle Edge, ₩ dos. net $9.50
Iwan's Hay, Imp. Serrated ₩ dos. net.....$10.00
Kohlers, Hay, Sickle edge per doz net$10
Auburn Straw.....40&10%
Weymouth, Pat.....65&5%
Wadsworth's.....40&10%

Hedge Trimmers—

Wadsworths:
No. 1, per dos. net.....$8 00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb. 8½c. / 14 to 20 in., ₩ lb. 8½c. / 22 to 36 in., ₩ lb. 8c.

STRAP AND T HINGES.

New List, March 15, 1 01.

Light Strap Hinges.....80&5%
Heavy Strap Hinges.....80&20&10%
Light T Hinges.....75&10&5%
Heavy T Hinges.....75&5%
Extra Heavy T Hinges.....80&20%
Hinge Hasps.....70%
Corrugated Heavy Strap 80&20&10%
Corrugated Ex. Heavy T....80&20%
} Extra 10%@10&5%

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges.....40%
Bardsley's Patent Checking.....15%
Chicago.....25%
Niles Manuf'g Co.....80%

GATE HINGES—

Clark's, Nos. 1, 2, 3.....50&10@60&10%
N. E., ₩ doz. $7.80.....60%
N. E., Reversible, ₩ doz. $5.60.....60%
N. Y. State, ₩ dos. $4.90.....60%
Western, ₩ dos. $4.20.....60%

BLIND HINGES—

Parker.....70&10%
Sargent's, Nos. 1, 2, 3, 5, 11, 13.....70&10%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ dos. sets.80&10%

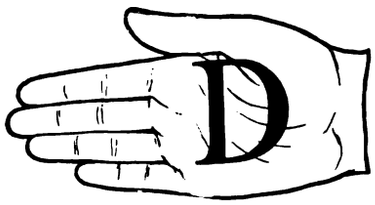
Hitching Cords—

Covert Mfg. Co.....45%
" " " .....
Hitchers Stall.....35%

Hoes—

Columbian, Field and Washington Co.....70&10%
Meadow and Rhode Island.....70%
Ladies', Boys' and Toy.....70&12½%
Onion, Turnip and Nursery..66⅔&12½%
Street and Mortar.....70&10&10%
Blackland or Southern Meadow..75&5%
Geneva Planters'.....75&12½%
Straight Shank Planters...75&10&7½%
Mississippi Planters'...75&10&7½%
Geneva Cotton.....70&10&10%
Ladies' Cotton.....75&7½%
Cotton Chopper.....75&12½%
Rough and Ready Cotton.....75&10%
Weeding Hoes.....66⅔&15%
Turf Edgers.....60&15%

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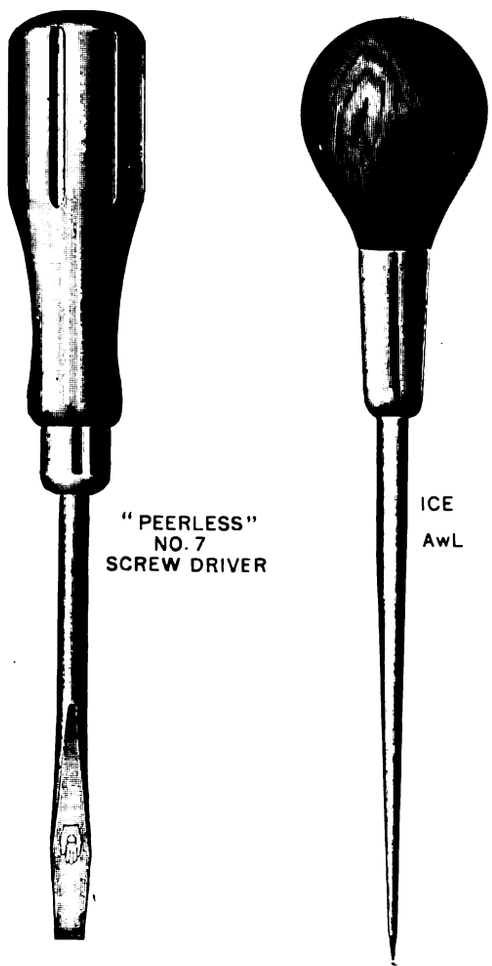


The Ducharmes Trade Mark

ALWAYS POINTS TO PROFITS
FOR THOSE WHO HANDLE

DUCHARMES

SCREW DRIVERS AND ICE AWLS



Our trade mark is a guarantee to the hardware trade that all our Drivers are made from best Screw Driver Steel.

Every blade is highly finished, hand-forged and tested to break a screw head. Other parts are equally well made.

Send for circular. Mention HARDWARE.

THE DUCHARMES & CO.

Shelburne Falls, Mass.

The Yachtsman



All That's Latest and Best

has been wrought into the "Yachtsman." It measures 10½ inches over all. Blade is of fine steel, hand-forged.

The best knife for use on small craft of any kind.

Our name stamped on blade insures best quality.

We manufacture Pocket Cutlery exclusively and enjoy a reputation for good goods at fair prices.

THE THOMASTON KNIFE CO.

THOMASTON, CONN.



Like Any of Peck's CELEBRATED CHAMPION BLADE Axes and Edgo Tools

They are the result of 40 years experience in Edge Tool making. All our Hand-forged self colored hatchets stand for quality and superior workmanship.



Each is carefully tempered and fully guaranteed against flaws. Send for catalogue. Mention HARDWARE

PECK EDGE TOOL CO.,

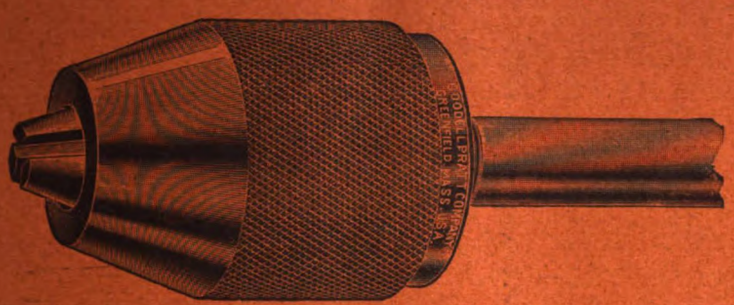
Cohoes, N. Y., U. S. A.

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... DO YOU HANDLE ...

Goodell-Pratt Company's TOOLS?

Send for Catalog to Greenfield, Mass., U. S. A.

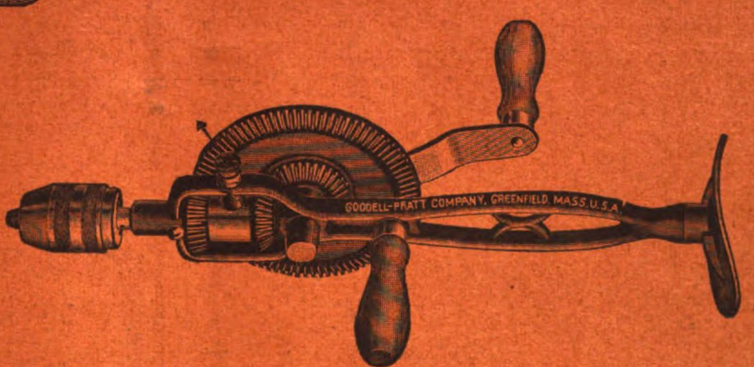


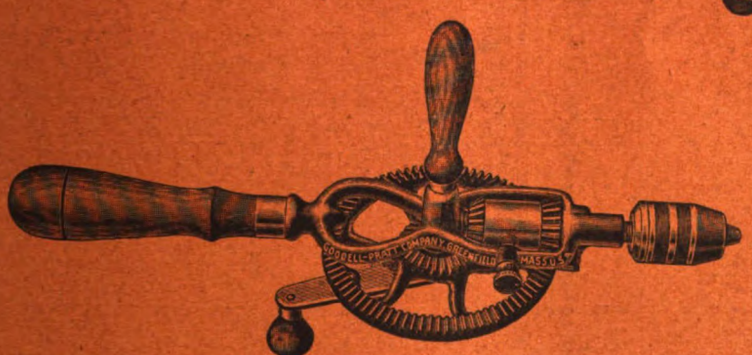
Drill Chucks

These chucks are furnished in six different sizes and all hold well up to their extreme capacity. They tighten by hand.

Breast Drills

Malleable Iron Frames. Cut Gears. Changeable Speed. Three-jawed Chuck, capacity to one-half inch. Other styles for Square Shank Drills.





Hand Drills

Six Styles and Sizes. Cut Gears. Malleable Iron Frames and Three-jawed Chucks. Hard Wood Handles. Well made and accurate.

Automatic Drills

Hollow Brass, Nickel Plated. Hard Wood or Brass Handles. Eight styles.





Automatic Screw Drivers

That both drive and draw screws. For light or heavy work. Tool steel blades

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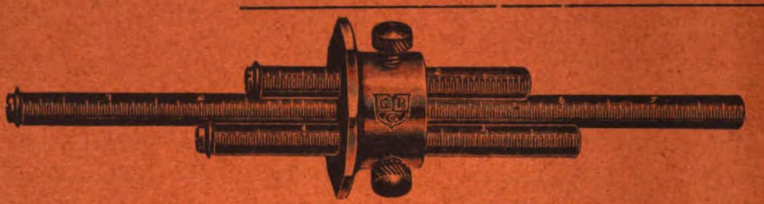
MORE GOOD SELLERS of Goodell-Pratt Company's



THE FASTEST CUTTING
Hack Saw Blades
ON THE MARKET

Glass Cutters
With Turret Heads





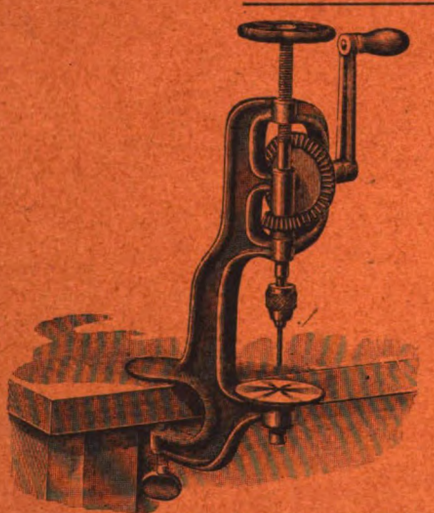
Roller Gauges

Single, Double and Triple Beam. Accurate Graduations.

Plane Gauge No. 333

For accurately planing bevels. Attaches to any iron plane. Made of iron and steel, nickel plated.





BENCH DRILLS

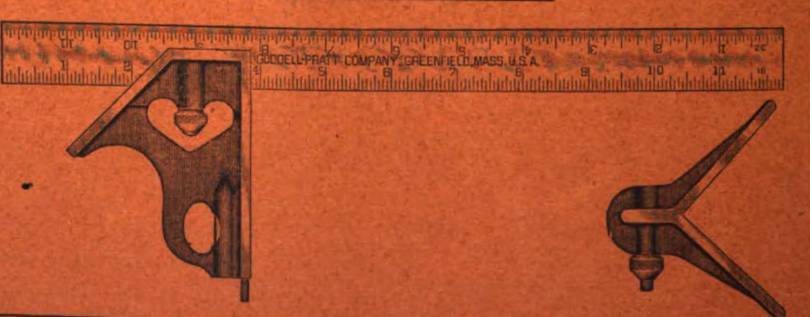
FOR HAND AND POWER

Cut Gears. Steel Feed Screws.

A variety of styles with Automatic Feed and Changeable Speeds.

Combination Squares

Furnished in 9, 12, 18 and 24 inch lengths. With or without center head.





Butcher Saw Blades
Put in Coils or Lengths.

Send for Catalog to GREENFIELD, MASS., U. S. A.

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $2.50
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%
CAST IRON—
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list. 50&10@60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....℔ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.
MEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%
WIRE—
Atlas Coat and Hat.....45%
Atlas, New List, Single cases.....70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%
Wire Coat and Hat, Standard.....45%
MISCELLANEOUS—
Belt.....75&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's.....60%
Cronks Grass.....℔ doz. $3.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						91½c net
	Nos. 6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40%
	Nos 6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						91½c net
Maud S	25c	23c	22c	21c	21c	50%
Peconset, Nos. 5 to 10, ℔ lb						12c
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓&5%
Wilson	23c	21c	20c	19c	18c	25&10%
Western						91½c net

Horse Shoes—
P. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg.....3 75

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45&5
Sisal.....20

Hose, Rubber—
Boston Belting Co:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....℔ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ℔ doz. $6.00..25@30%
No. 34, ℔ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ℔ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Head, ℔ gr.....$1.25@1.50
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ℔ doz.
Cronk's Barn Door.....Net, $2.00

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S. C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
℔ doz.	$12.00	$15.00	$24.00....30%

Kobler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ℔ doz
Ulrich Mfg. Co.....$85.00

Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20

Lead Pipe, Etc. ℔ lb
Bar Lead.....5¾@6c
Block Tin Pipe.....40c
Lead Pipe, full lengths.....5to5¼
Lead Pipe, Tin Lined.....12c
Sheet Lead, full rolls.....6c

Lemon Squeezers.
Berger Bros. ℔ doz. 6-in. $1.00; 10-in. $1.40.....20%
Hotchkiss, Straight Flush, ℔ doz. $2.60
Jennings' Star.....℔ doz. $1.90@2.00
Little Giant.....50@60&5%
Porc. Lined, Iron.....
Porc. Lined, Wood.....℔ doz.
Wood, Common, ℔ gross, No. 0, $5.25 @ 5.50; No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....20&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co.....40%
R & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....40&10%
CABINET—
Eagle Lock Co.....33⅓&5%
Corbin.....33⅓&5%
Yale.....33⅓&5%
PADLOCKS—
Acme Bicycle and Satchel, ℔ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....35%
Brown's Chain.....35%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....85&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25&10%
Eagle.....25&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&50%
Lignumvitæ.....45@5&50%
Bliss:
Carpenters
Tinners
Box
Carvers
} 33⅓

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....70%@70&10%

Meat Cutters—
American.....30%

	Nos... 1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's.....℔ doz. 33⅓&5%

	Nos.... 1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

	Nos.... 5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4 50	$6

Little Giant.....33⅓@40

	Nos... 305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ℔ doz..30&10@40%

	Nos....	100	150
		$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ℔ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent.....℔ doz. $400,40%
Sargent's.....60@60&10%

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ℔ doz. $30.....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85&10@90%
PICTURE—
Niles' Patent.....$40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ℔ gross....$31.00
" less quantity, ℔ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs.....℔ doz. net $7.50
Black Hawk, ℔ doz.....$9.00
Cyclops.....40&10%
Cronk's.....℔ doz. net $12.00
Eclipse.....℔ doz. : 00, 25&10&10%
Eureka, No. 74.....doz. net $8.50
Eureka, No. 75.....doz. net 8.00
Giant, No. 1, ℔ doz. $18.00: No. 1½, $16.50; No. 2, $15.00.....80&5%
Lightning.....℔ doz. $18.00, 20%
National.....℔ doz. $4.00, 40%
Pelican.....℔ doz. $9.00, 40@40&10%

Nail Sets -

	℔ gro
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon	℔ gr... $5.25
Corrugated	6.75
Knurled	6.75@7 50

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ℔ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%

Nuts—
Cold Punched:

Mfrs. or U. S. Standard.	Off list
Square, Plain	$5.10
Hexagon, Plain	5.60
Square, C. T. & R.	5.80
Hexagon, C. T. & R.	6.00

Hot Pressed:

Mfrs. U. S. or Nar. Gauge Stan'd.	
Square, Blank	6.00
Hexagon, Blank	6.50
Square, Tapped	6.00
Hexagon, Tapped	6.50

Oilers—
Brass and Copper.....50&10
Tin or Steel
Cushman & Denison's: ℔ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7@70&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8c per lb.
" Small " ..10c " "
Quser Creek Axe ...20c " "
} 40%
OIL STONES—
Pikes'
Lily White Washita....60c ℔ lb.
Rosy Red " ...60c " "
Extra " ...50c " "
No. 1 " ...40c " "
No. 2 " ...30c " "
Lily White " Round, Edge Slips.....90 " "
No. 1 Washita, Round Edge Slips.....70c " "
Washita Pen Knife Pieces 70c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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Mayhew Excellence

because excellent material, excellent workmanship, and excellent finish are wrought into every Tool we make. There is

No Disagreement

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Each and all—jobber, retailer, consumer—think them excellent sellers.

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goes with every tool we make.

Our complete line consists of: Screw Drivers and Brace Screw Drivers; Braces and Ratchet Braces; Glass Cutters; Tack Claws; Brace Drills and many kinds of Bits; Gimlets, Punches, Nail Sets, Reamers, Ice Picks, Scratch Awls and Rifflers.

Catalogue No. 11 is our latest. Shall we send you a copy?
Mention HARDWARE.

H. H. MAYHEW COMPANY
SHELBURNE FALLS, MASS., U. S. A.

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, ..(20c ₩ lb
Chocolate " ..(50c " "
Regular Hindostan ..... (8c " "
Small Hindostan ..... (10c " " } 40%

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet Red.... 50&10%
Pure Packing "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 9c@10c
Cotton Packing ..... 13c@14c
Italian Packing ..... 10½c@12c
Jute ..... 5c@5½c
Russian Packing ..... 12c@13½c

Padlocks—
See Locks.

Parers—

APPLE— ₩ doz.
Advance ..... $ 4.50
Baldwin 6.00
Bonanza ..... each 6.50
Dandy ..... each 7.50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 7s 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00

POTATO— ₩ doz.
Saratoga $7.00
White Mountain 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's ..... $1.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.87
Colored Lumber 9.00
Black Artists 9.37
Colored ..... $4.88@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumbs:
Railroad or Adze Eye ..... 60&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding 33⅓%

IRON PLANES—
Chaplin's Iron Planes ..... 50&10
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 50&10&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%

PLANE IRONS—
Auburn "Thistle" }
Ohio } 30&5@30&10&5%
Sandusky }
Buck Bros 30%
Butcher's ..... $5.00@5.25 to 2
C. E. Jennings & Co ..... 10%&10%
Stanley Rule & Level Co. 20&10@30&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button ..... 70&10@75%
Carew's Pat. Wire Cutters 25%
Cronk & Carrier:
Pliers
No. 1 ..... 60&10%
30 ..... net, $9.00
40 ..... 75%
50 ..... 80%
65 ..... 40%
70 ..... 50%
80 ..... 40%
85 ..... 40%
Wm. Johnson's Gas Pliers 60%
Smith's Side Cutting 25%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 30%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 30&10@30&10&10%
Stanley's Duplex ..... 20@20&10&10%
Wood's Extension Sight ..... 25@25&10%

Poachers—
Egg Poachers.
Yellow Goods—
Iver & Lyon's 35%
Polish Metal—
Apolline Liquid, New List 40%
Apolline Paste ..... 33⅓@40%
Metal Polish Paste, 5-oz. boxes, doz ..... $ .50
doz 4.50

½-lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U. S. Liquid, 8-oz cans, ₩ doz ... 1.25
₩ gross 12.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Dixon's Plumbago ..... ₩ lb
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Gem ..... ₩ gro. 4 50, 10%

Poppers, Corn—

	₩ doz.	₩ gro
Square,		
1 qt		$ 9.00
1½ qt		11.00
2 qt		13.50

Post Hole Diggers— ₩ dos.
Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per dos., net $12.00
Hercules ..... " " 9.50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 13.00
New Champion ..... " " 5.50
Rival ..... " " 7 50
Ryan's ..... ₩ dos. $30.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $8.25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ dos. net $6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle, ... net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand ..... ₩ doz. net $6 50
Atlas Pattern ..... ₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ... ₩ dos. $18.00, 25@25&10%
Disston's Pruning Hook, ₩ dos., $13.00, 25@25&10%
Smith's:
Pruning Shears ..... 60&10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P., S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel 50%
"Grand Rapids" all steel 50%
Hay Fork, Swivel Eye, ₩ dos., 4-inch, $3.75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $5.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70 .. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ₩ dos., $13.00 ..... 40%
Side, Anti Friction 50%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per dos $7.50
Mechanical, net per doz 7.50

F. E. Myers & Bro. Low List:
No. 1, Fig. 396, 3 in. Shallow Well Pump $13.00
No. 6, Fig. 398, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 397, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 397, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 391, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 396, 3 in. Deep Well Pump 17.00
No. 56, Fig. 391, 3 in. Shallow Well Pump 14.00
No. 30, Fig. 392, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 393, 3½ in. Deep Well Pump 15.00
No. 78, Fig. 393, 3 in. Deep Well Pump 15.00
No. 102, Fig. 448, 3 inch Lift Pump 9.00
No. 103, Fig. 448, 3½ in. Lift Pump 11.00
No. 128, Fig. 510, 3 in. Lift Pump 27.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 225, Fig. 399, Windmill Pump 13.00
No. 235, Fig. 403, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 28.00
No. 309, Fig. 477, Spray Pump, complete 11.50
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump ..... net, 5.00
No. 330, Fig. 498, Bucket Spray Pump ..... net, 2.00

Punches—
Semis & Call Co.'s:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 40%
Niagara Solid 50%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%

Rail—

Barn Door, Light, In.	½	⅝	¾
₩ 100 feet	$1.40	1.55	2.60

Barn Door, "None Better" No. 1, ₩ foot 5½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c 70%
Carrier Steel Rail, ₩ foot 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18 ..... 3½c
Double Braced 3½c
Lane's:
O. N. T. 1 in ..... net, $3.00
O. N. T. 1¼ in ..... net, 3.75
Stowell's Wrought Steel 35%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 5½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb, 35c ..... 10@20%
Victor Track Rail, 7c ₩ ft. .60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 60%
Anti-Clog Lawn 75%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers:

	Net
Lawn Queen 20,	$3.45
" " 24,	3.60
Jumbo Lawn 36,	5.25
Paragon (Wood Head)	2.75
Steel, Garden, 10th	2.24
" " 12th	2.40
" " 14th	2.64
" " 16th	2.88

Geneva Garden and Gravel 70%
Geneva Weldless Garden ..... 75&15%
*Toy Shank, Steel 70%
*Mall. Heavy Braced Curved .. 70&10%
*Mall. Light Braced Straight .. 70&10%
*Mall. Heavy Sgl. Shank " .... 70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 90%
Westenholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned ... }
White Japanned ... }
Bronzed Finishes .. } 70 to 75%
Electro-Plated .... }
Nickel Plated .... }
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs ..... 50&10@60%
Hose with Burrs ..... 50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners 75%
Miscellaneous 75%

Rivet Sets—
Regular List 70%

Rollers—Stay.
Cronk's:

No.	50,	55,	56,	60,	65
₩ doz.	1.00	.60	.75	.75	.90 cts

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger 16to22c
Medium ..... 16@18c
¼ in. and larger ..... 12@18c
Common ..... 12@18c
Jute Rope:
A grade 6½c
C grade 6
Manila:
7-16 in. and larger ..... 13 c
½ in 12½c
¼ and 5-16 in ..... 13 c
Sisal:
7-16 in. and larger ..... 8½@9½c
½ in ..... 9@10c
¼ and 5-16 in ..... 9½@10½c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&5@60&10&5%
Ivory ..... 35&10@35&10&10%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's. 50&10@50&10&5%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases ... ₩ 100 lbs $2.75
Bronze Finished in Cases" ... 3.15
Aluminum Finish " " " ... 2.95
Full Nickel " " " ... 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ... 20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel ..... 70&10%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:	List.
Emery Cloth	50&10&10%
Garnet Paper	50%
Flint and Emery Paper ...	50&10&10%

Sash Balances—
Caldwell Mfg. Co 50%
Victor Bronze 75%
Victor Steel 70%

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co 70%
Pullman Bronze 70%
" Cop Steel ..... 70&10&10%
Royal Metal ..... 65&5%
Steel B. C. Co ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 15c
Common India ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India ..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab ..... ₩ lb 40c
A Quality, White ..... ₩ lb 35c
B Quality, Drab ..... ₩ lb 35c
B Quality, White ..... ₩ lb 30c

Sash Fasteners.
Ives "Crescent" 50%
Imperial 33⅓%
Sash Rollers 70%
Ives Casement Fasteners 70%
Champion 40%
Monitor, Steel 50%
Shutter Sheaves 25%
Window Screen Sash Lifts 60%

Sash Locks—
Champion Meeting Rail 50%
Champion Side 50%
Ives' Patent: 60%
Wrought Metal 55%
Cast Metal 62½%
Window Ventilating Lock 50%
Payson's Signal 50%

Sash Weights—
Ton lots at factory $35.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co ..... 25@25&7½%
National Specialty Mfg. Co 30%

Saws—
Atkins:
Band 2 to 14 in. Wide 50%
Band ½ to 3-16 in. Wide 60%

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TRACK
MACHINE
CARRIAGE
BRIDGE
BOLTS

NUTS AND WASHERS. R.R. PICKS, CROW AND CLAW BARS
LAG SCREWS, TELEGRAPH AND TELEPHONE POLE EQUIPMENT
STEEL INSULATOR PINS

TRACK BOLTS OF ANY PATTERN
THREADS ROLLED OR CUT IN OIL

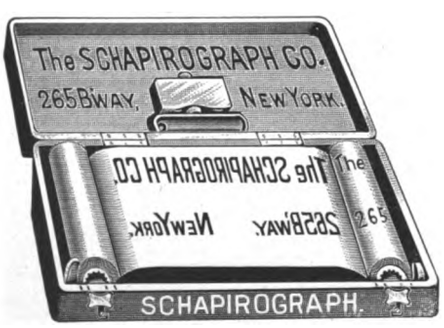
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265 Broadway, New York

70,000
Wheeler Cream Separators

are giving entire satisfaction in this country and all over the world.

The WHEELER
Deuble-Can Cooler AND Separator

AGENTS WANTED!



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Wheeler Gravity Cream Separator Co.
SYRACUSE, N. Y.

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Butcher..... 40&10%
Pruning and Compass..... 40%
Circular..... 50%
Cross Cut..... 35&5%
Gang..... 50%
Hand, Panel and Rip..... 40%
Wood..... 40&10%

Diamond Saw and Stamping Works:
Sterling Kitchen Saws..... 25%

Diston's:
Circular, Solid and Inserted Tooth..50%
Band 3 in. to 16 in. Wide..... 60%
Band ¼ in. to 1¾ in..... 60%
Cross Cuts..... 50%
Narrow Cross Cuts..... 55%
Mulay, Mill and Drag..... 50%
Framed Wood Saws..... 35%
Wood Saw Blades..... 35%
Wood Saw Rods..... 25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8..... 25%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination..... 35%
Compass, Keyhole, Pruning, Dovetail, &c..... 25%
Butcher Saws and Blades..... 35%

C. E. Jennings & Co.'s:
Butcher..... 30&10
Hand Panel, Rip and other Saws 20&2½&10%

Peace:
Cross Cuts..... 50%
Hand Panel and Rip..... 30%

Richardson:
Circular and Mill..... 50%
X Cuts..... 50%
Hand Saws..... 30%

Star, Butcher..... 25%

HACK SAWS AND FRAMES—

Chatillon..... 30%

Diamond Saw and Stamping Works:
Sterling Hack Saw Blades..... 25%
Sterling Hack Saw Frames..... 20%

Diston's:
Concave Blades..... 25%
Keystone, Flexible Back and Machine Blades..... 40%
Hack Saw Frames..... 30%

Griffin's:
Complete..... 40&10%
Saw Blades..... 35&5&10

Star, Saws and Blades..... 25%

Saw Filer—

Diston's D8 Clamp and Guide, $30.00
₩ doz..... 30%

Saw Frames—

C. E. Jennings & Co..... 30%
Richardson's Wood..... net

Saw Sets—

Atkins:
Criterion Saw Sets..... ₩ doz. $6.00
Excelsior Saw Tools..... ₩ doz 6.00

Diston's Monarch. Nos. 1 & 10 and Star..... 30%

Hart's Pat. Lever..... 20%

Kohler's:
"Giant Royal"..... ₩ doz. net $8.50
"Royal"..... ₩ doz. net 5.00

Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63..... 50%

Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00..... 50%

Richardson's..... 25%

Seymour Smith & Son, Hammer ₩ doz..... $4.75

Stillmans..... ₩ doz. 1.00

Tainters Positive..... $18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka..... 30%
Favorite..... 40%
Grocers' Trip Scales..... 40%

Family, Turnbull's..... 30&30&10%

Hatch:
Counter..... 40%
Tea..... 40%

Union Platform Plain..... 1.80@ 2.00
Striped..... 2.00@ 2.20

Pelouze..... 50%

Scale Beams—

Chatillon's No. 1..... 30%
Chatillon's No. 2..... 40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00..... 40&10%
Box, 1 Handle..... ₩ doz. $2.00
Box, 2 Handle..... ₩ doz. $3.00@4.00
Foot..... 55&5@60&5%
Ship Common..... ₩ doz. $2.40 net
Ship, R. I. Tool Co..... 10%

SIDEWALK—

Kohler's, Steel No. 7..... ₩ doz. $2.50

Screens—

DOOR—

Phillips: ₩ dos.
¼ in., Style E, Fancy Screen Doors..... $10.50
¼-in., Style G, Common Screen Doors Imitation Walnut..... 6.75
7-8 Style K-4 Screen Doors..... 8.75
7-8 Style X-Y Screen Doors..... 11.00

WINDOW—

Porter Screen Mfg. Co..... 60@60&5%

Phillips:
Flyer..... 60&5&2½%
Perfection Screens..... 60&5&2½%
Improved Window Screen Frames... 40&5&2½%

Screw Drivers—

Pace Screw Drivers..... 25&10&5%
Peck Bros..... 30%

Screw-Driver Bits..... 37½%
Champion..... 25%
Diston's Flat Blade, Electrl, Telegraph and Cabinet Makers'..... 70%
Electric Spiral No. 01..₩ doz. $6.00 net
Electric Spiral No. 02..₩ doz. 5.00 net
Ellrich's Socket and Ratchet..... 40&10%
Fray's Hol. Hdle. Sets, No. 3..... $12, 50%
C. E. Jennings & Co..... 40&10%
Jennings & Griffin..... 66⅔%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40..... 66⅔%
Screw-Driver Bits (Snell's) ₩ dos. ..60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles..... 60&10%
No. 86..... 70&10%
Snell's No. 5..... 75%
No. 10..... 80%
Nos. 20 and 30..... 70%
Tower & Lyon:
Champion..... 40%
Magazine..... 25%
Machinists'..... 40%
Baisley's Patent..... 33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point..87½&10%
Iron, Bright Flat Head..... 87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head..... 85&10%
Brass, Round Head..... 80&10%
Bronze, Flat Head..... 77½&10%
Bronze, Round Head..... 75&10%
Nickel Plated, Iron Flat Head..77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head..... 50%
Brass, Round Head..... 50%
Iron, Flat Head..... 50%
Iron, Round Head..... 50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail..... 60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point..... 80%

BENCH, HAND, ETC.—

Bench, Iron, ₩ dos., 1 in., $3.00; 1¼, $3.50; 1½, $4.25
Bench, Wood, Beech..... 83⅓@85%
Chair..... 60&10%
Hand, Wood..... 83⅓@85%
Jack Screws, Millers Falls, Roller Bearing..... 50%
Jack Screws, Millers Falls, without Roller Bearing..... 50&10&10%
Jack Screws, P. S. & W..... 40@40&10%
Jack Screws, Sargent's..... 60%
Piano Stool..... 50&10%

Scroll Saws—

Cricket..... 10&10%
C. E. Jennings & Co..... 25%
Lester, complete, $10.00..... 15&10%
Rogers, complete, $4.00..... 15&10%

Scythes— ₩ doz.

Wadworth's:
Natural Finish, Grass..
Polished Blade, Grass..
Painted or Bronzed, Grass..... 20%
Clipper, Grain..
Weed and Bush..

Scythe Rifles.

3-Foot..... $10.00 ₩ gro. } 40%
4- " ..... $12.00 " " }

Scythe Stones.

No 1 Indian Pond....$7 00 ₩ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " "
Green Mountains... 6.00 " "
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "
} 40%

Seeders—

Raisin, Enterprise..... 25@30%

Shears—

Acme (Cast)..... 40@40&5%
Ætna, Steel Japanned..... 80&20%
Ætna, Steel Nickeled..... 70&20%
Barnard Lamp Trimmers..... 40%
Carrier Cutlery Co.:
N. P. Straight Trimmers..... 66⅔%
N. P. Bent Trimmers..... 66⅔%
Japanned Straight..... 70&10%
Japanned Bent..... 70&10%
Cronks:
Nickel Plated..... 60&10%
Japanned..... 60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears..... 40%
Tinners' Snips..... 40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned..... 70%
Nickeled..... 60%
Standard Cutlery Co.:
Japanned..... 70&10%
Nickeled..... 60&10%
Star Brand:
Nickel Scissors..... 60%
Nickel Shears..... 60%
Japan Shears..... 70%
Tailors' Shears..... 40&10%
Pruners..... 70%
Tinners' Snips..... 40&10%

Shears, Hedge—

Wm. Wilkinson & Sons..... 50%

Sheaves—

SLIDING DOOR—

Corbin's list..... 60&10&5%
Hatfield's Pattern..... 70&10@80%
Stowell's Anti-Friction..... 50%
Patent Roller..... 60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list..... 70%

Shells—

See Ammunition

Ship Tools.

L. & I. J. White..... 25%

Shot—

See Ammunition

Shovels and Spades—

Association List..... 40%
F. E. Kohler Co..... net prices
Avery Stamping Co..... net prices

Shutter Bars—

Ives'..... 45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine..₩ gross, $10@$11.50

Skate Sharpeners—

Eureka.....₩ doz. $1.75; ₩ gro. $18.00

Slaters Tools—

Plumbs..... 30%

Slaw and Kraut Cutters—

Diston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder..... 40%
Kraut Cutters, 24x7, 26x6, 30x9..... 55%
Kraut Cutters, 36x12, 40x12..... 40%

Enterprise..... 25@30%
Enterprise Mfg. Co..... 25@30%

Tucker & Dorsey:
1 Knife..... ₩ gro. $16.50@$20.00
2 Knives..... ₩ gro. 22.50@ 30.00
Kraut Cutters..... 50%

Woodrough & McParlin..... 40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise..... 35%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport..... 5%
German, new list..... 40%
Sargent's:
Patent Guarded..... 66⅔%
Covered Spring..... 50@55%

Covert Mfg. Co.:
Covert Breast Strap Buckle Snaps.40%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector..... 45%
Double for Bits or Trace Carrier...45%
Trojan Snaps..... 45%
High Grade Snaps..... 45%
Jockey Snaps..... 80&10%
Derby Snaps..... 80&5%
Rope Snaps..... 40%
Yankee Snaps..... 30&5%

Scythe Snaths—

National Snath Co..... 45%
Grain Cradles..... 40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron..... ₩ doz. 50&10%
Millers Falls..... 15&10%
Seymour Smith & Sons, Iron..... 20%
Wm. Johnson's:
Wood, Best..... 30%
Wood, 2d quality..... 33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847"..... 40&10%
"Anchor"..... 50&10%
"Eagle"..... 50&10%
"Star"..... 50&10%
Rogers, Smith & Co..... 50&10%
Rogers & Hamilton..... 50&10%
Holmes & Edwards..... 50&10&10%
German Silver, unplated..... 60@60&10%

KNIVES AND FORKS NO. 12—

₩ doz. net.
"1847"..... $3.50
"Anchor"..... 3.25
"Eagle"..... 3.25
"Star"..... 3.25

Rogers, Smith & Co..... 3.25
Rogers & Hamilton..... 3.25
Holmes & Edwards..... 3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Diston's Try Square and T Bevels, new List, 70%
TrySquare and T Bevel 60&10&10% @70%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900..... 70&10&10%
Steel and Iron..... 70&10&10%

Staples—

Barbed Blind—½, ⅝, and ¾ inch, ₩ lb..... 6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz $1.00
" No 55 " " " 60c
" No. 58 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks"..... 30%

Stocks and Dies.

BICYCLE—

Holroyd & Co..... 40&10%

BLACKSMITH'S—

Butterfield's..... 35@40%
Gardner..... 33⅓&10%
Holroyd & Co..... 50,10&5%
Holroyd's R'd Adj Screw Plates..... 50%
Lightning Screw Plate..... 35%
Reece's New Screw Plates..... 25@30%

PIPE MAKERS—

Holroyd & Co..... 80&10%@80&10&10

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders—

Lane's..... 0%
Myers' Noiseless..... 50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks..... 90&20%
S. S. Cut Tacks..... 90&30%
Carpet Tacks:
American, Blued..... 90&10&10&10%
American, Tinned..... 90&10&10&10%
Swedes Iron Tacks.
S. S..... 90&30&5%
Bill Posters' and Railroad Tacks:
S. S..... 90&45&5%
Common and Patent Brads..... 80&10%
Finishing Nails..... 70&10%
Gimp Tacks:
S. S..... 90&45&5%
Hungarian Nails, Steel..... 80&30&5%
Lace Tacks:
S. S..... 90&40%
Looking Glass Tacks..... 70&10%
Trimmers' Tacks:
S. S..... 90&30&10%
Trunk and Clout Nails:
Steel, Black..... 80&5%
Steel, Tinned..... 80&5%
Upholsterers's Tacks:
S. S..... 90&40%

MISCELLANEOUS—

Double Point, in dozens..... 90&5 tens
Double Point, in bulk..... 80%
Matting..... 80%
Shade, in dozens..... 90&10&10%
Shade, in bulk..... 80%

Tack Pullers

Columbia, No. 1, ₩ doz., net..... $5.60
Columbia, No. 2, ₩ doz., net..... 1.05
Little Jack..... ₩ doz..... 1.00

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Gillette Clippers

30 years on the market

1000 pounds strain can be placed on their bearings, which are Drawn Steel Bushings.

1600 Revolutions per minute is the speed of the cutters.

They will cut the hair as fast as you can push the knife.

Over 40,000

In use all over the world.

We warrant every machine we manufacture for Five Years from the date of its purchase.

This guarantee does not include the Cutters which are tempered very hard to ensure best clipping.

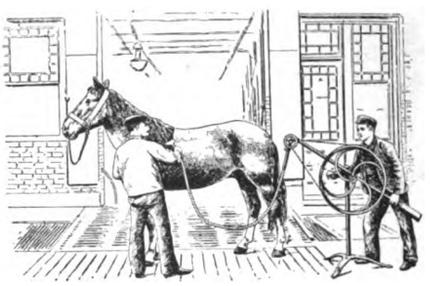
Send for Catalogue and Prices.
When writing mention HARDWARE.

***The* Gillette Clipping Machine Company,**
110, 112, 114 West 32d Street, New York, U. S. A.

Used in the

U. S. Army

at home and abroad



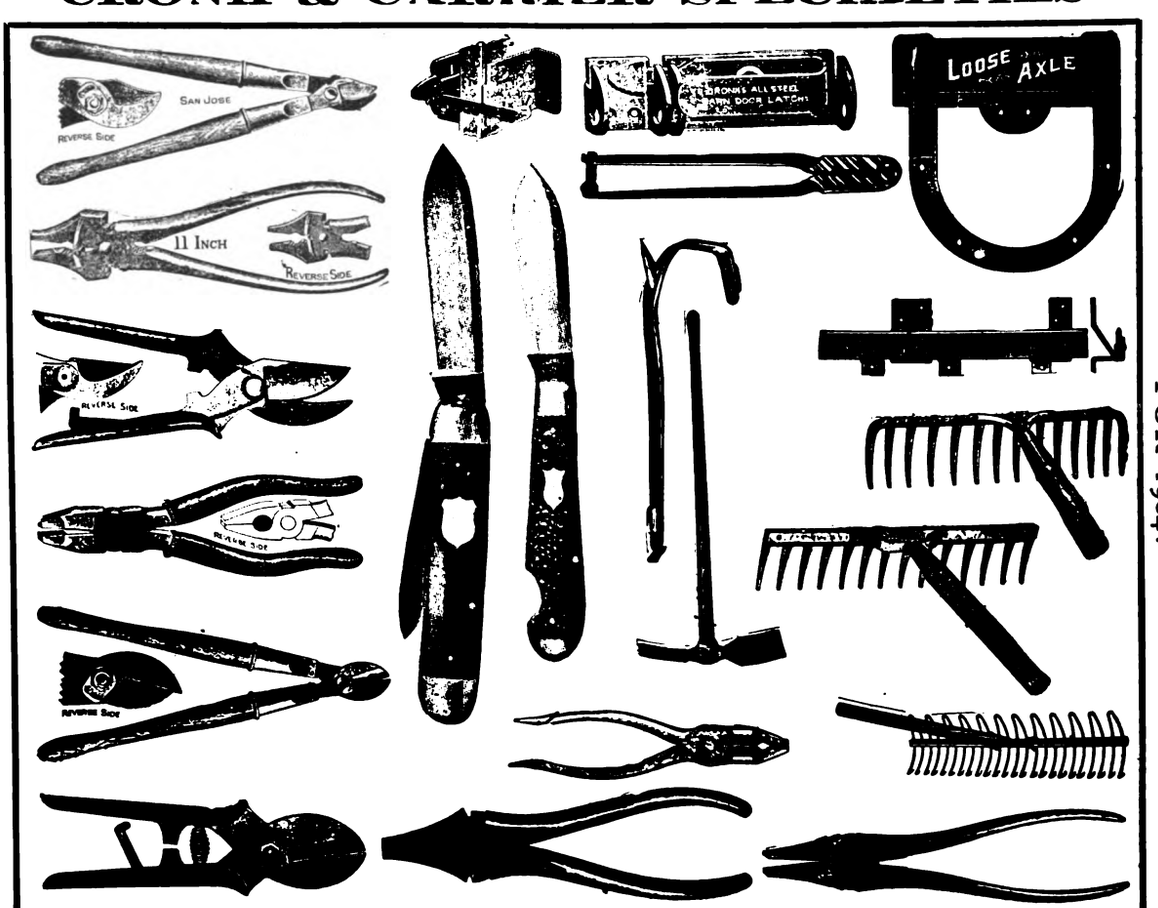
Model E Machine

***The* English Army**
uses them at home and in India.

HARDWARE

CRONK & CARRIER SPECIALTIES

OUR CATALOGUE TELLS ALL ABOUT OUR COMPLETE LINE.



SHALL WE SEND YOU A COPY WITH PRICES FOR 1904?

CRONK & CARRIER MFG. CO., ELMIRA, N. Y.

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....50%
Steel.....33⅓@40%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅛ to 2.....50. 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....80&20%
Pipe, 1½ to 3 in.....80&15%
Pipe 3½ & 4 in.....60⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 648 and 644, ₩100.....net, $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Saloon.....₩ doz. $1.25, ₩ gro. $12.00
Globe.....₩ doz. 1.25, ₩ gro. 12.00
Harper.....₩ doz. 1.40, ₩ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@75&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₩ doz...$1.00, 10%
Mouse, Wood, Choker, ₩ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ₩ doz...$12.00
No. 3, Rat, ₩ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ₩ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ₩ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ₩ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer. No. 1, ₩ gro., $15.00; No. 2, ₩ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ₩ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden..35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....35%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....₩ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....30%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....40%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....30&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....₩ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Pearless.....60%
X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....9, @90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 30.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " ...67½%
Nos. 19 to 30 Bright Annealed Brush.....72½%
Tinned Broom and Mattress...72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 85&10%&10
Stub's Steel Wire.....$6.00 to 2 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....90&10%
Painted Screen Cloth, good quality, ₩ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....30%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....80&5%
Alligator.....65&10@70%
Baxter's.....70%@70&10%
Machinists.....66⅔%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....80&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....80@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar..60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....80%
Stillson Pipe.....50&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 43c
Linseed, City, Boiled, in barrels, ₩ gal. 45c
Out of Town on Spot.....₩ gal. 42c
Calcutta, Raw, in barrels.....₩ gal. 65c
Lard, Prime City.....₩ gal.....61@62c
Lard, Extra, No. 1.....51@52c
Lard, No. 2.....39@40c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $19.00@$21.00
Barytes, American Floated, ₩ ton, $19.00@$20.00
Barytes, Crude.....₩ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₩ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₩ lb. net 7c
In lots of 500 lbs. and over. ₩ lb. 6½c
White Lead, Eng., in Oil..₩ lb. 8½@9½c
Litharge, Kegs.....₩ lb. 6¾@7¼c
Zinc, American, Dry.....₩ lb. 4 5-8@5c

Putty—

In bulk.....1¾@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....58@ 58½c
In machine bbls.....58½@ 59c

Dry Colors—

	₩ lb
Blue, Chinese	30 @35 c
Blue, Prussian	28 @30 c
Blue, Ultramarine	5 @20 c
Sienna, Italian, burnt & powdered	4½@10 c
Sienna, Italian, raw & powdered	3½@ 7½c
Umber, Turkey, burnt	2½@ 3½c
Umber, Turkey, raw	2½@ 3½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	12½@14½c
Indian Red, American	3 @ 3½c
Indian Red, English	4½@ 8½c

Colors in Oil—

Black Lampblack, best	13 @15
Black Lampblack, common	8 @10 c
Blue, Chinese	35 @40 c
Blue, Prussian	32 @35 c
Blue, Ultramarine	14 @18 c
Sienna, burnt	11 @13 c
Sienna, raw	11 @13 c
Umber, burnt	11 @13 c
Umber, raw	10 @13 c
Brown, Vandyke	10 @13 c

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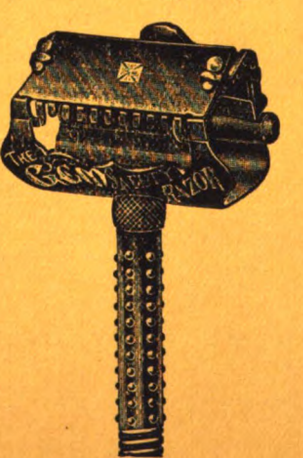
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F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
Dana & Co Cincinnati, Ohio
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin S. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W. H. Anderson & Sons, Inc., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wm. T. Wood & Co., Arlington, Mass.

Incubators.
Reliable Incubator & Brooder Co., Quincy Ill.
George H. Stahl, Quincy, Ill

Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H. Anderson & Sons, Inc. Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H. Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

"Japalac."
Glidden Varnish Co., Cleveland, O.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Mowers.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa
Coldwell Lawn Mower Co., Philadelphia, Pa.

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Lighting System, Gasoline.
Standard Gas Lamp Co., Chicago, Ill.

Liquid Fillers.
E. E Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co , New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
Signal Mail Box Co., Joliet, Ill.
C. G. Folsom South Bend Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Ceilings.
Canton Steel Roofing Co., Canton, O.
Northrop, Coburn & Dodge Co., New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
Northrop, Coburn & Dodge Co., New York.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Miniature Tools.
Davison Mfg. Co , Brooklyn, N. Y.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co , New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.
Rockford Tack & Nail Co., Rockford, Ill.

Nail Sets.
John H. Graham & Co., New York
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg Co., Bridgeport. Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Cutting Monkey Wrench.
Bonney Vice & Tool Works, Inc., Phila., Pa.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co , Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam. Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport. Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York
Alfred Field & Co., New York.

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York.
Whittemore Bros. & Co., Boston, Mass.

Polishes, Paste.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Feasil Co., New York.
Geo W. Huffman, Indianapolis, Ind. and New York
Whittemore Bros. & Co., Boston, Mass.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
Rockford Tack & Nail Co. Rockford Ill.

Potato Hooks
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Printing Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches, Spring.
Alfred Field & Co., New York.
Wm. Schollhorn Co , New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva O.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co . Geneva, O
John H. Graham & Co., New York.

Razors.
Alfred Field & Co., New York
Joseph Rodgers & Sons, New York and Sheffield, England.
Union Razor Co., Tidioute, Pa.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razors, Safety.
Kampfe Brothers.
Gem Cutlery Co.

Razor Strops.
American Razor Strop Co., Fremont, Ohio.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark N. J.

Refrigerator Catches.
Western Brass Mfg. Works, Chicago, Ill.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.

Riveting Machines.
F. B. Shuster Co., New Haven, Conn.
F. H. Smith Mfg. Co., Chicago, Ill.

Roasters and Bakers.
The Bronson Walton Co., Cleveland, O.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co , Jersey City, N. J.

Roofing, Gravel.
Stowell Mfg. Co , Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.

Rope Reels.
Udell Works, Indianapolis, Ind.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Hose.
Rheems Rubber Mfg. Co., Jersey City, N J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners.
Champion Safety Lock Co., Geneva, Ohio.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn

Sash Lifts.
Champion Safety Lock Co , Geneva, Ohio.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co , New Haven, Conn.

Sash Pulleys.
Grand Rapids Hardware Co., Grand Rapids, Mich.
Sargent & Co., New York.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
E. C. Atkins & Co., Indianapolis. Ind.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.

Saw Sets.
E. C. Atkins & Co., Indianapolis. Ind.
Alfred Field & Co., New York.
Chas. Morrill, New York.

Saw Sharpeners.
E. Thompson Warn Dixon, Ill.

Saw Tools
E. C. Atkins Co., Indianapolis, Ind.
C. E Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screen Door Pulls.
Champion Safety Lock Co , Geneva, O.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.,

Screw Drivers.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York

Screw Plates.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

Scythe Rifles.
Pike Mfg Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike Station, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H.

Sectional Shelving.
J. D. Warren Mfg. Co., Chicago

Seals.
Schwerdtle Stamp Co., Bridgeport Conn.

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Sewing Machines.
National Sewing Machine o. Belvidere, Ill.
New Home Sewing Machine Co., Orange, Mass., and New York City.

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike Station, N. H.

Shears and Scissors.
Bridgeport Hardware Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines.
American Shearer Mfg. Co., Nashua, N. H.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Sargent & Co., New York.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Ship Carpenters' Tools.
L. & I. J. White Co., Buffalo, N. Y.

Shipping Tags
American M'f'g Co., Battle Creek, Mich.

Shoe Knives.
C. J. Kimball Co., Bennington, N. H

Shoe Lasts and Stands.
Blackrock Foundry, South Pittsburg, Tenn.

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovel, Malleable D Handles.
Buhl Malleable Co., Detroit, Mich.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Sidewalk Chisels.
Geneva Tool Co., Geneva, O.
L. & I. J. White Co., Buffalo, N. Y.

Sidewa Cleaners.
Geneva Tool Co., Geneva, O.

Sidewalk Lights.
J. E. Bolles Iron and Wire Works Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
Luther Boardman & Son, East Haddam Conn.

Sink Cleaners.
John W. Sudlow, Brooklyn, N. Y

Sink Strainers.
F. H. & E. B. Vrooman, Chicago, Ill.

Sinks, Cast Iron.
Blacklock Foundry, South Pittsburgh, Tenn

Skewers.
John Chatillon & Sons New York

Slaw Cutters.
E. C. Atkins & Co., Indianapolis Ind.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.
A. J. Phillips Co., Fenton, Mich.

Soapstone Foot Warmers.
Pike Mfg. Co., Pike Station, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike Station, N. H.

Solder.
Berger Bros. Co., Philadelphia.

Spading Forks.
Geneva Tool Co., Geneva, O.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spikes.
Fuller Bros. & Co., New York

Spiral Screw Drivers.
North Bros. Mfg. Co., Phila., Pa.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

Springs, Wire.
John Chatillon & Sons, New York

Spring Balances.
John Chatillon & Sons, New York.

Spring Hinges.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Squares, Steel.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails.
Eagle Cooperage Works.

Stamping Dies.
Hunt & Dorman Mfg Co., Cleveland, Ohio.

Stamps, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.

Staple Pullers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Stay Rollers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Johnll. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies.
Armstrong Mfg. Co. Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Wate and Gas Tools.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Steel.
American Tube & Stamping Co., Bridgeport, Conn

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel Skeins.
Sandage Steel Skein Co., So. Bend, Ind.

Steel Letters and Figures.
Schwerdtle Stamp Co., Bridgeport, Conn.

Steel Measuring Tapes.
Keuffel & Esser, New York.
L. S. Starrett Co., Athol, Mass.

Steel Mortar Hod.
Geauga Manf'g Co., Painesville, O.

Steel Roofing.
American Steel Roofing Co., Middletown, O.

Steel Rules.
L. S. Starrett Co., Athol, Mass.

Steel Skips.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils.
Schwerdtle Stamp Co., Bridgeport, Conn.

Step Ladders.
Udell Works, Indianapolis, Ind.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Stone Hooks.
Geneva Tool Co., Geneva, O.

Stone Working Tools.
W. H. Anderson & Sons. Inc Detroit, Mich.

Store Fixtures.
J. D. Warren Mfg. Co., Chicago.

Store Trucks.
See Trucks, Store.

Store and Warehouse Trucks.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stove Polish.
Joseph Dixon Crucible Co. Jersey City, N. J.
Nickel Stove Polish Co. Chicago, Ills.
Black Silk Stove Polish Works, Sterling, Ill.

Stove Trimmings.
Fanner Mfg Co., Cleveland, O.

Straightening and Cutting Machine. (Wire.)
F. B Shuster Co., New Haven, Conn.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Street Hoes.
Geneva Tool Co., Geneva, O.

Strops, Razor.
Alfred Field & Co., New York.

Sugar Beet Tools.
Geneva Tool Co., Geneva, O.

Sugar Kettles.
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Sargent & Co., New York.

Table Cutlery.
See Cutlery, Table.

Tacks.
Rockford Tack & Nail Co., Rockford, Ill.

Tack Pullers.
John H Graham & Co., New York.

Tags, Shipping.
American M'f'g Co., Jackson, Mich.

Tailors' Shears.
R. Heinisch's Sons Co., Newark, N. J.

Thistle and Dock Diggers.
Geneva Tool Co., Geneva, O.

Tinners' and Roofers' Supplies.
Berger Bros. Co., Philadelphia.

Tin and Terne Plates.
American Sheet and Tin Plate Co., Pittburg, Pa.

Tinners' Snips.
R. Heinisch's Sons Co., Newark, N.J.

Tool Chests.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York.

Tools.
Armstrong Mfg. Co., Bridgeport Conn.
E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.

Towel Rolls.
Udell Works, Indianapolis, Ind,

Transom Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Traps, Rat and Mouse.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Trouser and Skirt Hanger.
Pullman Mfg. Co., Rochester, N. Y.

Trowels.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.

Trucks, Store.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tube Expanders.
Ajax Mfg. Co., Pittsburg, Pa.

Tubes, Seamless Drawn.
American Tube & Stamping Co., Bridgeport, Conn.

Tubing.
American Tube and Stamping Co. Bridgeport, Conn.

Tubular Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.

Turnbuckles.
Columbus Bolt Works, Columbus, O.

Twist Drills.
C. E. Jennings & Co., New York.

Typewriters.
Hammond Typewriter Co., New York

Valves, Pump.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.

Varnishes.
Glidden Varnish Co., Cleveland, O.
E. E. Nice, Philadelphia, Pa.

Vehicle Storm Fronts.
Wagner Mfg. Co., Cleveland, O.

Veneer Ties.
The Metal Stamping Co. Niagara Falls, N. Y.

Ventilating Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.

Ventilators.
Berger Bros. Co., Philadelphia.

Vises.
Armstrong Mfg. Co., Bridgeport, Ct.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Wagon Castings.
Sandage Steel Skein Co., So. Bend, Ind.

Wagon Covers.
Wagner Mfg. Co., Cleveland, Ohio.

Wagon Jacks.
Covert Mfg. Co., West Troy, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Wagon Scales.
Osgood Scale Co., Binghamton, N. Y.

Watch Charm Tools.
Davison Mfg. Co., Brooklyn, N. Y.

Wall Ties.
The Metal Stamping Co. Niagara Falls, N. Y.

Washers, Iron and Steel.
Columbus Bolt Works, Columbus, O.

Washing Machines.
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
Richmond Cedar Works, Richmond, Va.
Voss Bros. Mfg. Co., Davenport, Iowa
White Lily Washer Co., Davenport, Iowa.

Water Coole s
Appert Glass Co., New York.
Buffalo Mfg. Co., Buffalo, N. Y.

Waterproof Horse Covers.
Wagner Mfg. Co., Cleveland, O.

Wheelbarrows.
Bryan Mfg. Co., Bryan, Ohio.
Syracuse Chilled Plow Co., Syracuse, N. Y.

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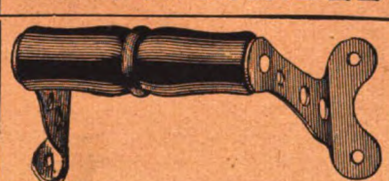


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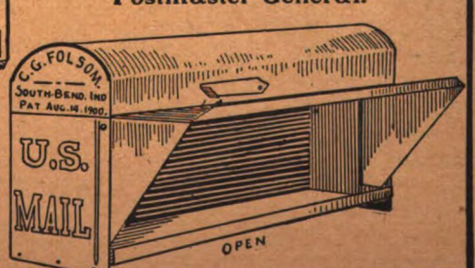
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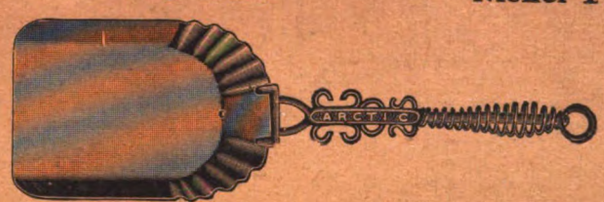
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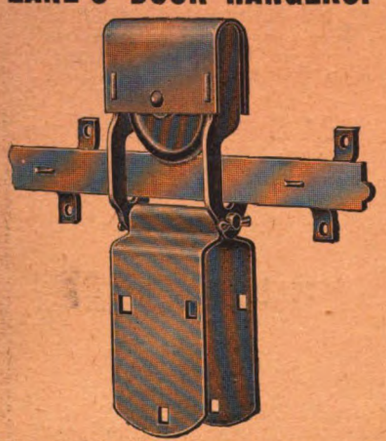
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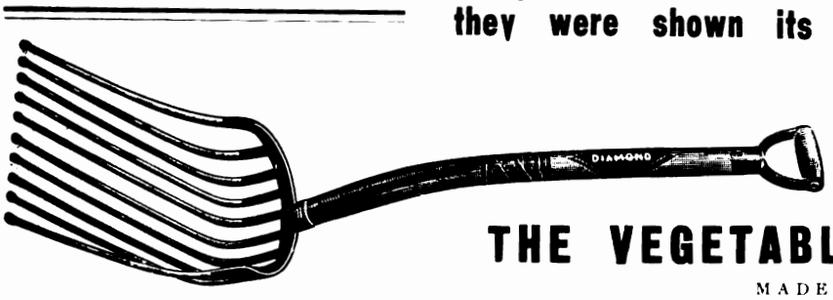
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¶ Have you placed your order for ***WATER COOLERS*** and ***FILTERS*** for the coming season? If not, then write for a Catalogue to

***The* Buffalo Mfg. Co.** Buffalo New York.

BRANCH OFFICES:

18 Warren Street, - - - New York,
238 Arch Street, - - - Philadelphia,
40 Dearborn Street, - - Chicago,
312 Kittridge Bldg., - - Denver, Colo.
34 Stewart Street, - - San Francisco.

Manufacturers of

Water Coolers, Water Filters, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors, Bath Room Fixtures, etc.

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THE inventor of the Turntable Apple Parer made a parer in 1856, and, when it was about completed, he found that he was infringing upon the rights of another. As no compromise settlement could be made, he was obliged to commence anew, and the result was the Turntable Apple Parer, which was made in a very small way in 1857. The trade rapidly increased on this machine until 1864, when it is said there were over 14,000 dozen made and marketed in this country. Though the population was less than half what it is now, the sale of this machine was limited only by the ability of its manufacturers to produce them. In 1868 the Goodell Company purchased all the rights in this parer that then belonged to Mr. John H. Lockey, of Leominster, Mass., and continued the manufacture of this machine without much change for many years. Large quantities of them have been sold by us. The only complaint that could be made of this machine was that the peelings fell upon the turntable gear and sometimes clogged it. In 1898 we decided to make the same machine, only turned wrong side up, so that the peelings, instead of falling upon the gearing would fall entirely free from it. This machine was completed in that year, and is called the '98 Turntable Parer. It has a remarkably nice doffer which pushes off the apple when it is pared, and the working of the machine is unapproached in its simplicity, perfect work, durability and easy operation. The demand for these machines since it was improved in 1898 has been rapidly increasing until to-day it is the leading apple parer in the markets of the world.

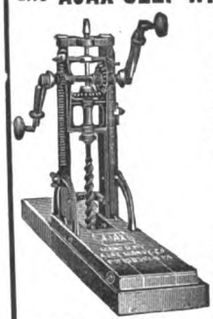
We are the oldest and largest manufacturers of parers in this country or any other, and we are well acquainted with the wants of the public in this respect; and we commend this machine unhesitatingly as being decidedly the simplest, most convenient, easiest of operation, most durable, and perfect apple parer ever produced.

GOODELL COMPANY,

NEW YORK OFFICE
10 WARREN ST.

ANTRIM, N. H., U. S. A.

The AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED HEINISCH SHEARS,
ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO., 155 CHAMBERS ST.
F. A. VORDERMEIER, NEW YORK MANAGER.
MAIN OFFICE AND FACTORY, NEWARK, N. J.

THE DANDY SINK CLEANER

A Perfect and Complete Household Specialty.



A Sink Cleaner and Shovel Combined.

Tidy housekeepers will throw away the dirty sink broom and buy the DANDY SINK CLEANER on sight.

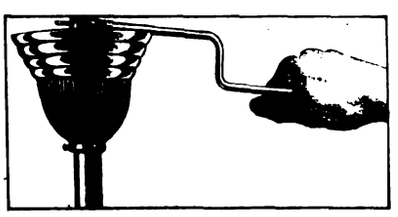
TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers and by the patentee and manufacturer.

John W. Sudlow. 986 HALSEY ST., BROOKLYN, N.Y.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.

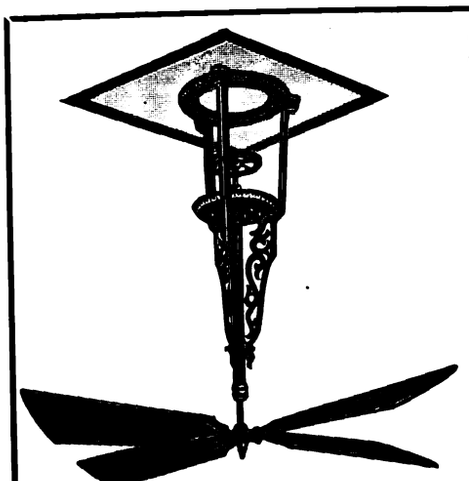
"For Those Who Want the Best"



DOUBLE FALCON WRENCH

An inch and three-quarter off-set to allow work close to the wall or ceiling. Each one has two jaws, right and left hand. Made on an improved principle over the alligator wrench. Fixed and flaring jaws, the combination of the grasping jaw and serrated face. with the bearing jaw with straight bearing face. Grasps and releases a pipe with ease and certainty, the curved outline of the pipe finding a tangential bearing in all parts of the opening. The curved jaw first engages the pipe, and then the straight jaw slips under the pipe until jammed tightly into the opening between the jaws, the action being entirely automatic. A forging of the finest tool steel, teeth accurately milled, hardened in the best possible manner, polished and finished with cyanide.

APPLIED DEVICE COMPANY, Springfield, Mass.



BELTED CEILING FAN

SPECIALTY MFG. CO.

INDIANAPOLIS, IND.

DISC FANS
Electric or Belted

INDIANA VOLUME
Blowers and Exhausters

COLUMN and DESK FANS
For Water Power

BELTED CEILING FANS

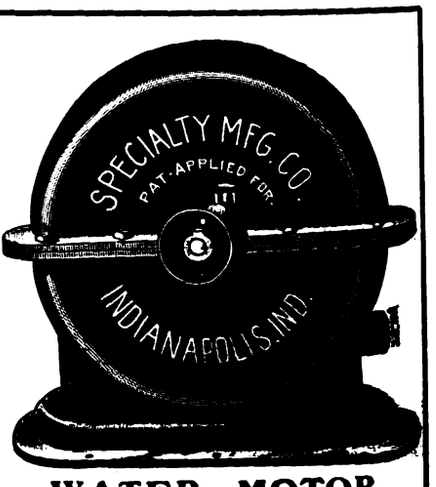
WATER MOTORS
for operating FANS

ICE CREAM FREEZERS

COFFEE MILLS

MEAT CHOPPERS, ETC.

Write for Catalogues



WATER MOTOR

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FOR MOST PEOPLE

More Hardwaremen throughout the land are handling

Feasel Polishes

either Paste or Liquid, than any other brand of Polish, just because it is

The Best In The World

The most exacting tests have proved this.

Want more proof? Send us an order and see for yourself. It will sell quickly and customers will come for more.

We also manufacture Copper, Iron and Steel, Furniture (perfumed) Gold and Silver Polishes.

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75 Years' Experience

In the manufacture of Edge Tools has taught us that mechanics everywhere are willing to pay a fair price for

The BEST EDGE TOOLS-- WHITE'S--

If you have never handled them, send us a trial order. We are positive you or your customer will want nothing better. Our name helps sell them. Write us. Mention HARDWARE.

L. & I. J. White Co.
BUFFALO, N. Y.

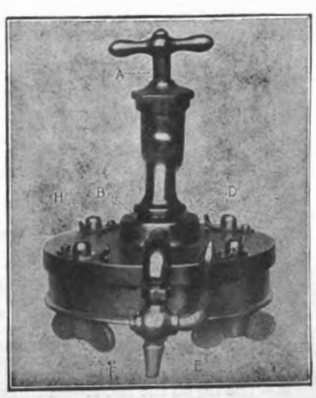
MAKE MORE **MONEY**



Rural Routes are going in all around you. You can get this business with the **SIGNAL MAIL BOX**

It is the original box for Rural Routes with special endorsements of Postmaster General. The best made, the best liked, the easiest sold and the best advertised.

SIGNAL MAIL BOX CO.
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NO. 7

The Naiad Filters
FOR
Home, School, Hotel, Hospital, Etc.

New in Principle. Continuously Germ-Proof and Efficient. Abstracts Organic and Mineral Impurities. A SCIENTIFIC FILTER.

BETTER

Than "The Old Oaken Bucket,"
Than 'Spring Waters,"
Than a Still,
Than any other Filter.

WHY?

Write for Reasons.
Write for Prices.
Write for Booklet D if you want to know all about Filters and Filtration.

THE NAIAD FILTER CO., Sudbury Bldg., Boston, Mass.

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THE OCEAN WAVE WASHER

SATISFIES

OVER

ONE HUNDRED THOUSAND IN USE

WE SELL TO ONLY

ONE DEALER IN EACH TOWN

WRITE US

Once sold it "Never" comes back

Distribution Points

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GOOD CHISELS

ANDERSON QUALITY

Neatly packed and Labeled.

If your jobber doesn't handle them write us direct. Don't take cheaper makes that cost you just as much as the Anderson.

W. H. ANDERSON & SONS
Detroit, Mich.

"The Best is the Cheapest"

MF Trade Mark

The BEST ROOF is made of

MF Roofing Tin

It has held during the last sixty years the **Most Favored** and leading place in the race for superiority in Roofing Materials

The BEST METAL CORNICES are made of

American Sheet & Tin Plate Co. Apollo Best Bloom Trade Mark Registered Pittsburgh

Apollo Best Bloom Galvanized Sheets

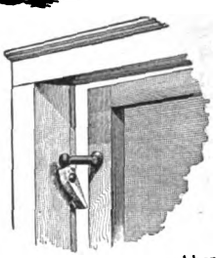
The trade mark signifies the highest standard of reliability. The easy working qualities of the Metal make it the favorite of the Metal Worker. When in need of galvanized sheets for construction work, don't be satisfied with substitutes, insist on the genuine.

Our Products are for sale by all Metal Houses

American Sheet & Tin Plate Company
PITTSBURGH, PA.

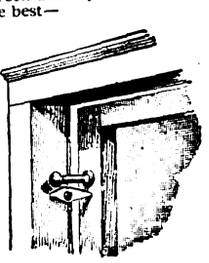


A Timely Tip



Door closing tips up rubber bumper.

Stop that slamming, banging screen door by using none but the best—



Rebounds slightly.

The Dime Screen Door Check.

It causes the Screen Door to close noiselessly.



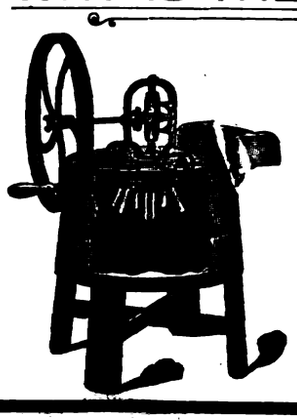
Silently closes.

Hardware Dealers!

NOW is a good time to put in a stock of them. Send at once for circular and prices.
Mention HARDWARE.

Caldwell Mfg. Co.
Rochester, N. Y.

WHY IS THE



O. K. THE BEST ROTARY WASHING MACHINE?

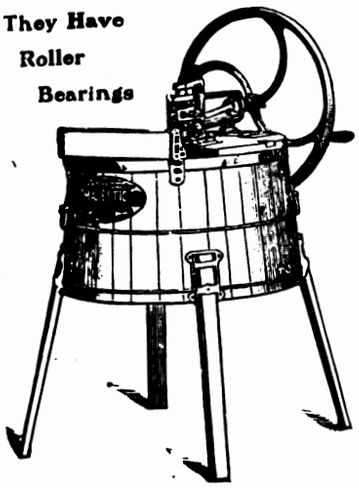
—BECAUSE—

1.—It is the only Rotary washer that has **Revolving Steel Ball Gearing**, reducing the friction and thus making machine so light running and almost noiseless.
2.—The tub is made of **Louisiana Red Cypress Lumber, cherry finish**; the legs are **solid with tub** (not removable, breakable legs fastened with screws).
3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot soap-suds, and cleaning them without rubbing them to pieces.
4.—This washer is made by experienced mechanics, and will out-last any other washer on the market.
5.—The tub has a wringer box fastened with steel brackets.
6.—The lid on the tub closes tight, no escape of steam.

Manufactured by H. F. BRAMMER MFG. CO.,
DAVENPORT, IOWA.

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They Have Roller Bearings



Tubs are made of Virginia White Cedar

MAJESTIC
Rotary Washing Machines
Are Made UPON HONOR
Richmond Cedar Works,

MANUFACTURERS OF

WOODEN WARE,

Richmond, Virginia, U. S. A.

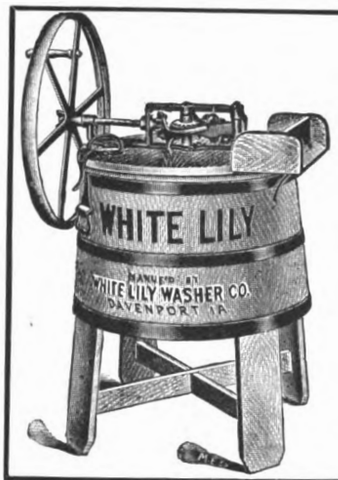
The "ORIGINAL JENNINGS" AUGERS and AUGER BITS For Sale by all Hardware jobbers



Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

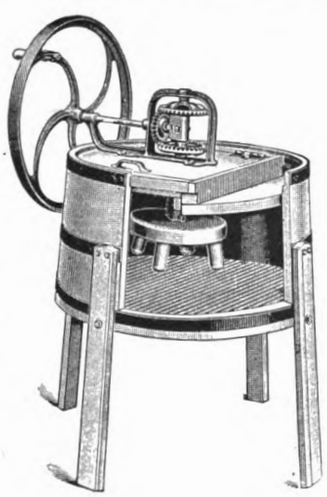
The Russell Jennings Mfg. Co., Deep River, Conn.

HAND ELEVATORS
FOR HARDWARE TRADE.
Send for catalogue.
THE STORM MANUFACTURING CO.,
NEWARK, N. J.
DUMB WAITERS



LET THE
WHITE LILY
DO THE WORK
SECURE THE AGENCY FOR THE
White Lily Washing Machine
It is the Best Seller on the Market.
HIGH SPEED HANDSOME FINISH
LIGHT RUNNING AND GUARANTEED
Only one dealer in each town can get them, Write for particulars.
WHITE LILY WASHER CO.
TOLEDO, OHIO. DAVENPORT, IOWA.
"White Lily Washers wash lily white."

PERFECTION



in the manufacture of Washing Machines is best attained by long experience—we have been at it for 27 years—the use of the best materials, and the employment of skilled workmen.

The Blackstone Rotary Washer

enjoys that distinction. The best is none too good for the Blackstone Rotary. That's why it's name is a synonym for quality among Hardware men.

It gives double pleasure: It sells and stays sold. It lives up to its reputation on wash-day. The Blackstone Rotary does it's work perfectly. Write us for catalogue and prices. Mention HARDWARE.

The Blackstone Mfg. Co., Jamestown, N. Y., U. S. A.

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EAGLE MOP WRINGERS



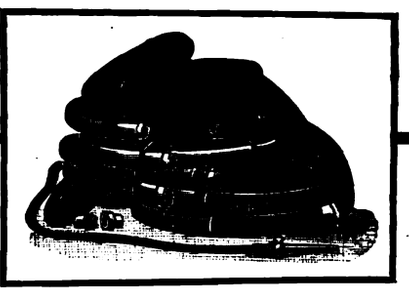
EAGLE
Mop Wringers and Pails

possess features of excellence which make them sell.

That is why more of them are sold than of all others combined.

Most jobbers have the EAGLE in stock. If yours hasn't, write us for particulars.

EAGLE COOPERAGE WORKS,
CIRCLEVILLE, OHIO



Veerhees Rubber Mfg. Co.

JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

Catalogue and prices on application.

Chicago Store 175-177 Lake St.

Hinkle's Self-Adjusting Pipe Wrench

No Small Screws to Break, No Repairs to Make.



Forged from the Best of Tool Steel and of two parts only, head and handle.

The Best, Strongest and Most Durable Wrench Made. Neat, Compact and Easily Handled.

Grasps and Lets Go Instantly, thus Saving one-fourth the Time and Labor Used in Adjusting Old-Style Wrenches.

EVERY WRENCH GUARANTEED TO GIVE SATISFACTION

EXCLUSIVE SALE GIVEN

If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ● ● ●

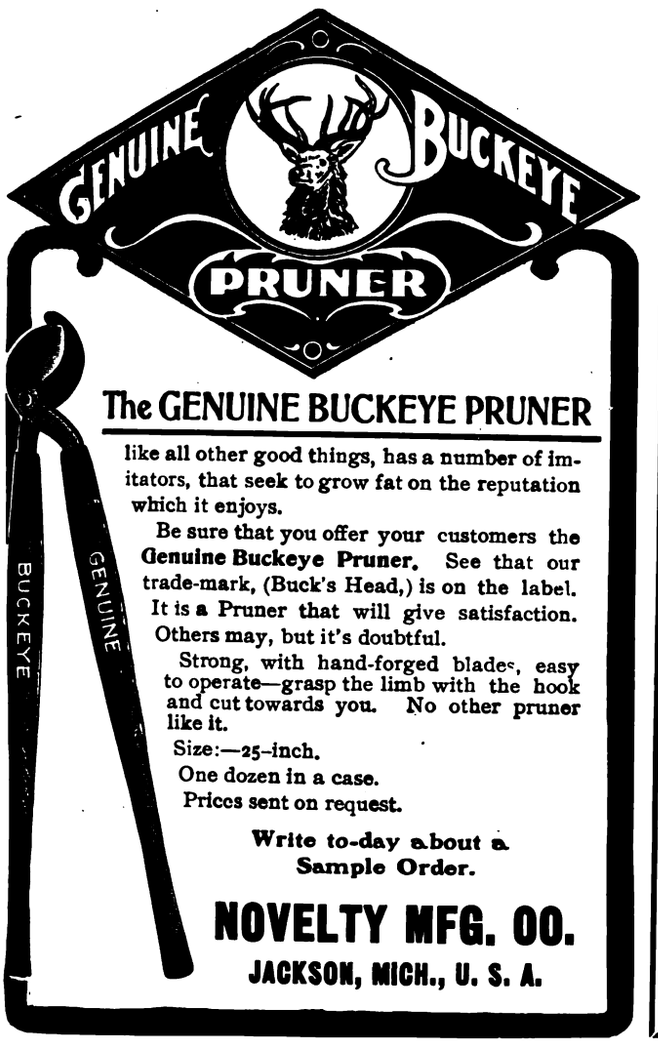
Champions, the World's Best.

All Kinds of Wood and Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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The GENUINE BUCKEYE PRUNER

like all other good things, has a number of imitators, that seek to grow fat on the reputation which it enjoys.

Be sure that you offer your customers the **Genuine Buckeye Pruner.** See that our trade-mark, (Buck's Head,) is on the label. It is a Pruner that will give satisfaction. Others may, but it's doubtful.

Strong, with hand-forged blades, easy to operate—grasp the limb with the hook and cut towards you. No other pruner like it.

Size:—25-inch.

One dozen in a case.

Prices sent on request.

Write to-day about a Sample Order.

NOVELTY MFG. CO.

JACKSON, MICH., U. S. A.

ICE CONTAINS IMPURITIES



but in the

Appert Glass Water Coolers

the ice is held in a separate container and does not come in contact with the water.

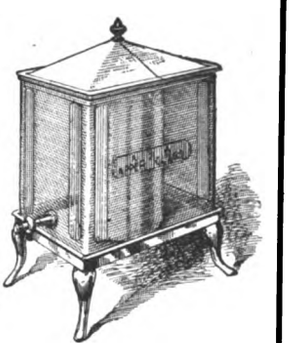
This is only one of the

MANY GOOD TALKING POINTS

concerning Appert Glass Coolers. They are practically unbreakable and the metal parts rust proof.

OUR HANDSOME BOOKLET

tells all about Appert Glass and the many different articles we make from it. It will interest you. Mention HARDWARE when you ask for it.



APPERT GLASS CO.

277 Broadway, New York.

THIS IS THE COVER



THESE THE BRANDS





Specially Prepared Brown Waterproof Duck Horse and Wagon Covers

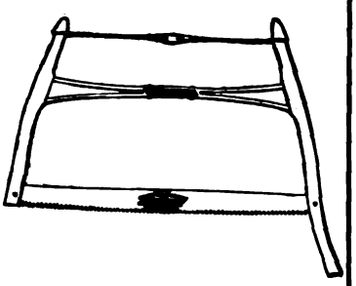
The Wagner Mfg. Co.

CLEVELAND, OHIO

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DISSTON Wood Saws

STRONGEST AND BEST ON THE MARKET



FRAMES { PERFECTLY SEASONED, CAREFULLY SELECTED LUMBER, OF A THICKNESS ESPECIALLY CALCULATED FOR STRENGTH

SHAPES { DESIGNED FOR EASE IN HANDLING, SYMMETRICAL IN ALL PROPORTIONS AND WELL FINISHED.

RODS { STEEL WIRE, THREADS SQUARE-CUT. LOOPS STRONGLY RIVETED WITH HEAVY HEADS. WILL NOT STRIP OR PULL OUT.

BLADES { FINEST QUALITY CRUCIBLE STEEL, CAREFULLY HARDENED AND TEMPERED, ACCURATELY GROUND, FILED AND SET.

HENRY DISSTON & SONS., INC. PHILADELPHIA, PA.

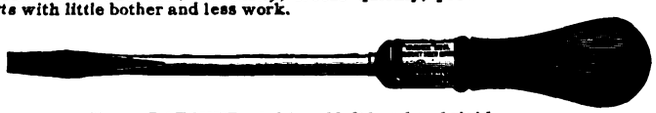

"Lightning"

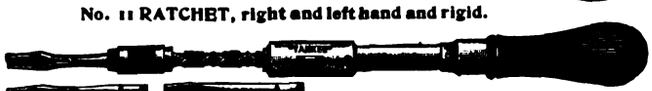

"Gem"

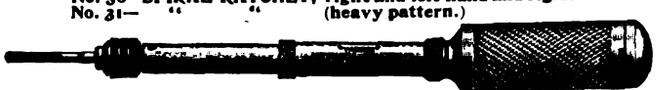

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THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

"Yankee" Tools.


No. 11 RATCHET, right and left hand and rigid.


No. 30—SPIRAL RATCHET, right and left hand and rigid.
No. 31— " " " (heavy pattern.)


No. 41—AUTOMATIC DRILL, 8 drill points in magazine.

"YANKEE" TOOLS are the newest, cleverest and quickest selling tools of the kind so far offered to the trade. They are simple in construction, strong, durable, do not get out of order, work smoothly and quickly, wear well. They are accurately made of the best quality of materials, handsomely finished, thoroughly tested and guaranteed as to quality in every particular. Sold by leading jobbers of hardware.

NORTH BROS. MFG. Co., Philadelphia.
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Carriage Requisites

FRANK MILLER'S
CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S
AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

AGENCY JOSEPH RODGERS & SONS, LTD.

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferio Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND.
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,



Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

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Consult the Molder
and you will handle the
DOBSON MOLDERS' TOOL



Est'd 1886
WM. DOBSON
Canastota, N.Y

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THE ARMSTRONG PIPE CUTTER

THE strongest, most rapid working and cheapest on the market. Nos. 1 to 3 will take a range of pipe 1-8 to 4 inches inclusive.

SEND FOR COMPLETE CATALOGUE

The Armstrong Mfg. Co.

BRIDGEPORT, CONN.

New York Office, 139 Centre Street.



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

ESTABLISHED 1886. **ALFRED FIELD & CO.,**

93 Chambers and 75 Reade Streets, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

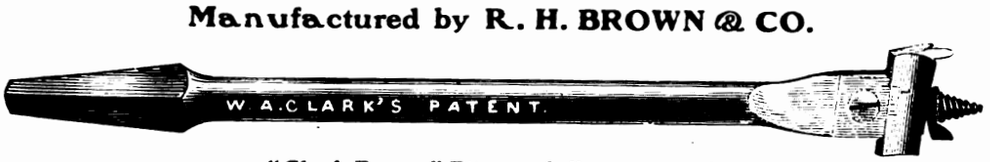
MESSRS. JOSEPH RODGERS & SONS, LIMITED,	Best Cutlery in the World
MESSRS. JOSEPH GILLOTT & SONS,	Best Steel Pens in the World.
MR. L. HUGONIT TISSOT,	Best Pliers, Nippers, &c., in the World.
MESSRS. T. U. S. SHEAR CO-OPERATIVE SOCIETY LTD.,	Best Sheep Shears in the World.
MESSRS. THE IMPERIAL ENAMEL CO.,	Best Enamelled Signs in the World.
MESSRS. WEBSTER & HORSFALL,	Best Steel Wire in the World.

THE BEST GOODS ARE ALWAYS CHEAPEST IN THE END.

THE SCHWERDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.

The "Clark-Brown" Model Expansive Bits

Manufactured by R. H. BROWN & CO.

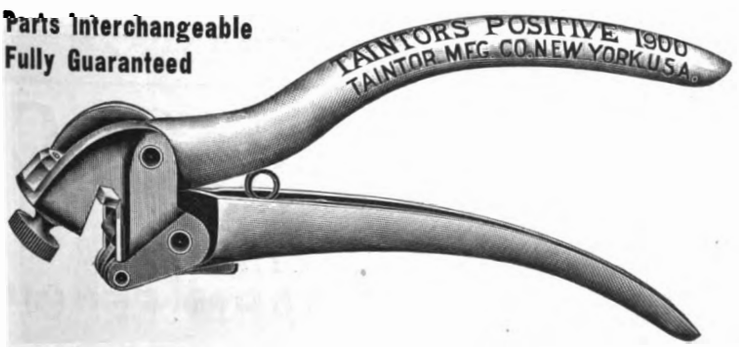


"Clark-Brown" Bits are fully warranted.

Taintor Positive Saw Set No. 1900

Made Entirely of Steel—Is Light, Strong and Durable.

Parts Interchangeable
Fully Guaranteed



Gauge Cannot Slip. Has but One Gauge to Set. Will not Slip on the Finest of Teeth. Any Setting may be Accurately Reproduced. Will not Break, Crack, Crease or Mar the Face of the Teeth.

SELLING AGENTS

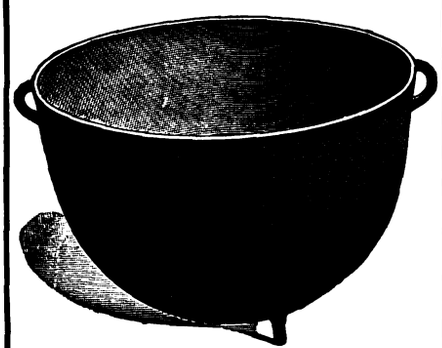
John H. Graham & Co., 113 CHAMBERS STREET NEW YORK

118 Holborn, E.C., London, Eng. 123 California St., San Francisco, Cal. Copenhagen (Freeport)

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BLACKLOCK FOUNDRY
SOUTH PITTSBURG, TENN.

The Trade Mark that stands for reliable goods, good finish and prompt shipments



SUGAR KETTLES
6 to 35 gallons. Weight 24 to 95 lbs.



ENGLISH POTS
1 to 20 gallons. Weight 5 to 69 lbs.

We have the largest and best equipped factory in the south for the manufacture of Sad Irons, Country and Stove Hollow Ware. Ground and Unground. Sugar Kettles, English Pots, Cast Iron Shoe Lasts and Stands, Kitchen and Corner Sinks, Grates, &c.

BLACKLOCK FOUNDRY
South Pittsburgh, Tenn.

SHEET METAL STAMPING, BLANKING, FORMING COMBINATION AND DOUBLE ACTION DIES made to order.



Our ability is the product of 25 years of experience. All work guaranteed.
HUNT & DORMAN MFG. CO.
15-31 Bright St., Cleveland, Ohio.

You take no risk on the quality. We make only the best.

TRADE MARK REGISTERED.
BAEDER, ADAMSON & Co.
MANUFACTURERS OF
GLUE
SAND PAPER. EMERY PAPER.
EMERY CLOTH
CURLED HAIR.
FOUNDED 1828.
NEW YORK. BOSTON
CHICAGO. PHILADELPHIA.

Sand Papers in Reams and Rolls
Flint Paper
Garnet Paper
Emery Paper
Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.
730 Market Street, Philadelphia.
67 Beekman Street, New York.
143 Milk Street, Boston.
198 Lake Street, Chicago.

ADAM'S STEEL & WIRE WORKS,
Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.
Send for Catalogue.



W. J. ADAM, JOLIET, ILLINOIS.

Taking Chances is Bad Policy

You cannot afford to take chances on Edge Tools because they are cheap.

PECK'S EDGE TOOLS

have for 30 years proven models of efficiency and reliability.



They are hand forged, carefully tempered and fully guaranteed against flaws.

They are never found wanting as ready sellers.

Better let's put you next to our prices.

Mention HARDWARE when writing.

PECK EDGE TOOL CO.

COHOES, N. Y., U. S. A.

New Jersey Wire Cloth Co.

MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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A RED HOT SELLER

Glogau's

Alcohol-Gas Stove



Solid Spun Brass and Nickel Plated. A boon for the Sick-Room, Camp, Travelers, Chafing Dish, Light Housekeeping or wherever gas is not available or desirable. **Makes its own gas, is portable, uses only 2 cents worth of alcohol in an hour. Burns odorless, wickless,** and weighs only 7½ ounces. It can not explode, and never gets out of order. The genuine is put up in a neat white carton, bearing the name "GLOGAU'S," and is NICKEL-PLATED. Accept no other.

Retails at 75c. Sample sent anywhere Exp. paid on receipt of 50c.

GLOGAU & CO. 21 QUINCY ST. CHICAGO.

OUR GASOLINE LIGHTING SYSTEM



and Lamps are delighting our customers, because our Improved Generators are properly constructed; we have been improving them for four years—anyone can easily clean them. Hundreds of testimonials from merchants. We don't ask you to take our word for it—**we send them on trial.** 600 candle power Lighting Systems—Arc Lamps—Gravity Lamps—all styles. We are selling hundreds of our Improved Generators (burners) to put on other lamps where the burner has proven worthless. Reduce your light bills 75 per cent., and sell to your neighbors.

Agents wanted everywhere. Absolutely safe. Permitted by Insurance Companies. We are headquarters for all kinds of mantles. Write for catalogue and prices.

STANDARD GAS LAMP CO. (Established 1899.)
141-143 Ontario Street, Chicago, U. S. A.



STURDY CHICKS

are hatched without worry or disappointment in a Reliable Incubator. It's a simple affair—practically runs itself—needs little attention. Automatic in heating and regulating devices. What's the use of wasting time and money with questionable incubators?

Reliable Incubators

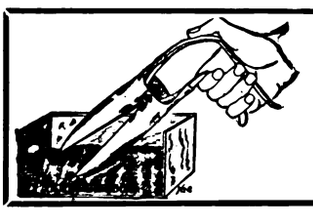
insure the eggs from chilling—give steady, even temperature—hatch greatest per cent of fertile eggs and no moisture. Let us tell you more about this incubator—ask us questions—send 10c (to pay for postage) for catalog full of necessary information.

Reliable Incubator & Brooder Co., Box 239 ,Quincy, Ill.

FRYING-PAN CLOCKS



A Unique Novelty, Ornamental as well as Useful. Comes in two sizes—10 in. with raised brass figures, and 6 in. with painted gold figures. May be fitted with one-day or eight-day movement. A bow of ribbon adds to its attractiveness, and we can furnish any color desired. *Also Panel, Program, 60-day, Calendar, Electric and Synchronized Clocks,* Watchman's Clocks and Paper Dials of all kinds. Send for Catalogue No. 584. **The Prentiss Clock Improvement Co., Dept. 58, 49 Dey St., N.Y.City**



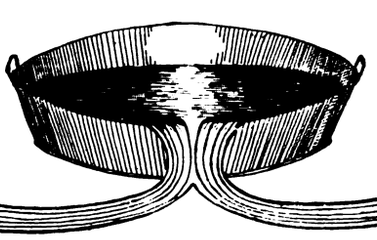
Olinger's Dibler and **Transplanter** and **Fertilizer**

For inserting dry or liquid fertilizers, transplanting, inserting, or removing plants. Made of the best sheet steel. The handiest specialty on the market for **Farmers, Gardners and Florists.**

Sells on sight with good profit to dealer.

On exhibition at World's Fair. Ask for circulars and prices.

JOHN J. OLINGER, 1328 Webster Avenue, New York



Everything Goes

into the Strainer

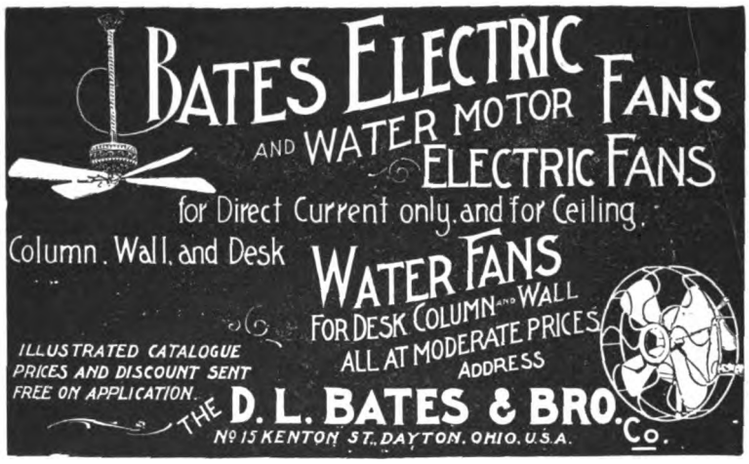
But Only the Water Comes Out



F. H. & E. B. Vrooman

225 Dearborn St., CHICAGO, ILL., U. S. A.

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Besides

TACKS and NAILS

THAT CLINCH AND HOLD
WE MAKE

POST HOLE DIGGERS

FOR DIGGING HOLES

A POSTAL CARD BRINGS A CATALOGUE AND QUOTATIONS THAT INTEREST

Rockford Tack & Nail Co.
ROCKFORD, ILLS.

"Especially Interesting

To the Hardware Trade are:"

Dixon's

American Graphite Pencils.
Silica-Graphite Protective Paint.
Stove Cement.
Stove Polish.
Lubricating Graphite.
Cycle and Automobile Lubricants.
Belt Dressing—paste and bar.

Joseph Dixon Crucible Co., Jersey City, N. J.

WRITE FOR PRODUCTION CATALOGUE



Stowell's No. 3 Ajax Steel Track Carrier

HAS BEEN SUBJECTED TO A

TEST of 3000 Lbs.

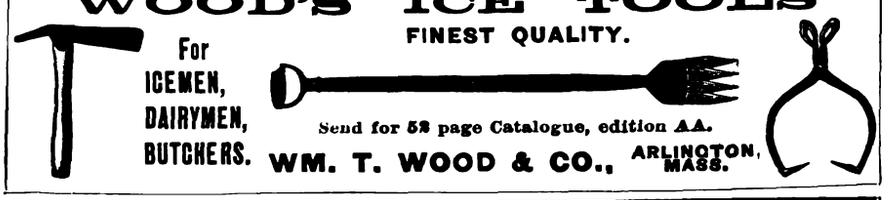
Attached to the Track in the ordinary manner.

The Dealer that buys once will have to buy again, as his trade will take no substitute.

Send for New Booklet.

Stowell Mfg. & Fdry. Co.
South Milwaukee, Wis.

WOOD'S ICE TOOLS
FINEST QUALITY.



For ICEMEN, DAIRYMEN, BUTCHERS.

Send for 58 page Catalogue, edition AA.

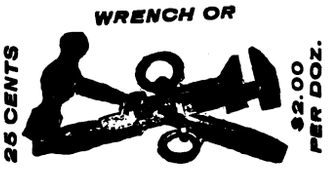
WM. T. WOOD & CO., ARLINGTON, MASS.





A Perfect Model

WRENCH OR



HAMMER

Ebony, Ivory, Coral or Amber handle, $2.00 per doz. Pearl or Stone Handle, $3.00 per doz.

We will send two dozen prepaid in a handsome plush lined cherry tray to any dealer, **on consignment,** to be returned at our expense if found unsalable. We could not do this if they were not the best selling novelty in the hardware trade. It costs you nothing but a 2c stamp to try them. Drop us a line and we do the rest.

Davison Mfg. Co. 112 Front Street, Brooklyn, N. Y.

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A $2 Advertising Course

Learn to Earn $20 to $100 Weekly.

I am making a remarkable offer to business men who want to improve their own advertising, and to those who want to learn a congenial and very profitable profession, but are not convinced of their ability to succeed at it, or who are not sure which course to take.

Send me $2 and I will give you four weeks' trial instruction. That will show you just how good my course is, and how valuable it may be to you.

If you decide to continue, and I believe you will, the $2 will be credited to your account.

I **wouldn't** make this offer unless I honestly meant to help you.

I **couldn't** make it unless I really did do for my students the things I promise.

I am a specialist in advertising.

For seventeen years I have been building business for some of the largest advertisers in the world. Regal Shoes, Heinz Pickles, Studebaker Wagons, Jenkinson Stogies, R & G Corsets, and a host of others have been numbered among my clients.

My course is practical not only because it is based on my wide experience, but also because it is backed up by an actual advertising business.

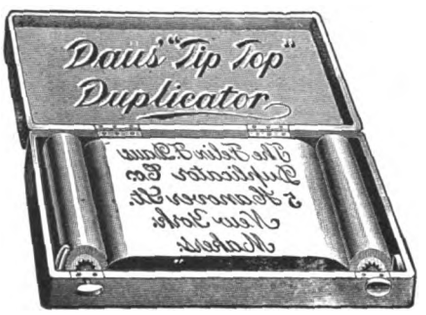
Look up the rating of the Bates Advertising Company, and then send $2. Anyway send stamp for my handsome 66-page prospectus.

CHARLES AUSTIN BATES,

28 Spruce St., N. Y. City.

It's "Tip-Top"

¶ With **Daus's "Tip-Top"** Duplicator you can make from 50-100 pen or typewritten copies from one original. A ten days' trial—no deposit required—will convince you of its merits. Shall we send it?



¶ It's simple in construction. Requires neither press, washing nor inking. Thousands used. $5 net buys the complete No. 1. Send for circular. Mention HARDWARE.

FELIX H. DAUS DUPLICATOR CO.
Daus Building, 111 John St., New York, U. S. A.

CLIMBING



In Profits

Is quickly attained by handling our complete line of the best quality of

Wooden Novelties and House Furnishing Specialties.

Our Atlas Extension Ladder is made of Norway Pine, with Hickory Rungs, securely fastened.

Safety Cross-Bars are of Wrought Iron; Rollers and the Self-Acting Hooks of the Best Malleable Iron.

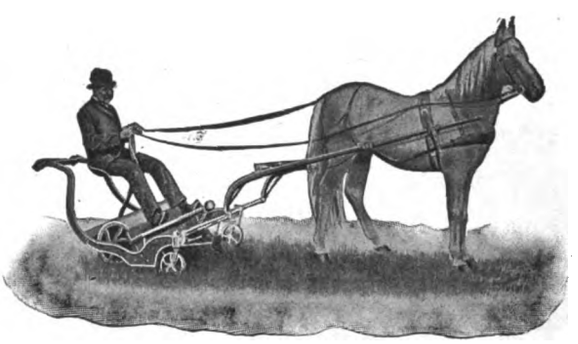
Made in two sections; 20-44 feet. Length of either section made to order.

SEND FOR CATALOGUE.

The Udell Works
INDIANAPOLIS, IND.

W. A. STOKES & CO.
30 WARREN ST. NEW YORK.

Coldwell Lawn Mowers



1904

Catalogue now ready

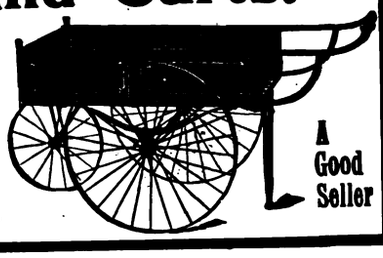
Coldwell Lawn Mower Co.

NEWBURGH, N. Y.

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Syracuse Hand Carts.

IMPROVED PATTERN, WOOD OR STEEL WHEELS.
THREE LEAF STEEL SPRINGS.
LEG FOLDS UP TO THE HANDLE. BOX WELL IRONED.
NICELY PAINTED, STRIPED AND VARNISHED.
SEND FOR PRICES.



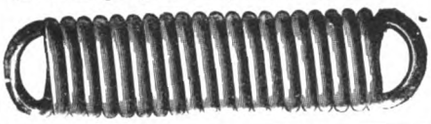
A Good Seller

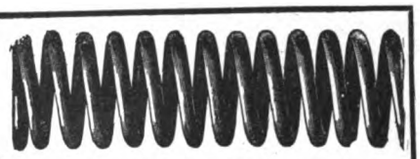
Syracuse Chilled Plow Co.,
Syracuse, N. Y., U. S. A.

BOARDMAN'S

SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON,
EAST HADDAM, CONN.
ESTABLISHED 1840.

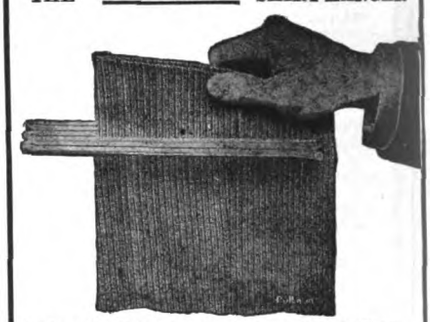
We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.
These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

THIS IS THE **"PULLMAN"** TROUSER AND SKIRT HANGER

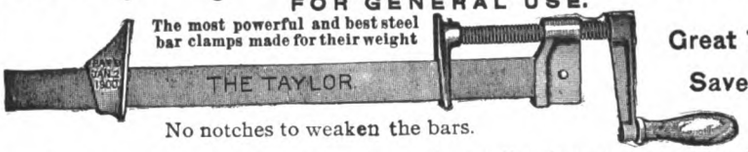


Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y

The Taylor Quick Adjusting Self Locking Clamp

FOR GENERAL USE.

The most powerful and best steel bar clamps made for their weight



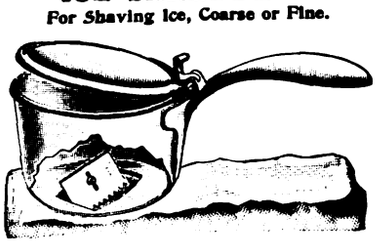
Great Time Savers.

No notches to weaken the bars.

Continuous use by concerns who need superior quality, have proven these clamps to withstand the most severe tests and have been given preference over all others.
Send for booklet and learn more about them. JAMES L. TAYLOR, Newark, N. J.

STANDARD FOR QUALITY **"ENTERPRISE"**

ICE SHREDDERS
For Shaving Ice, Coarse or Fine.



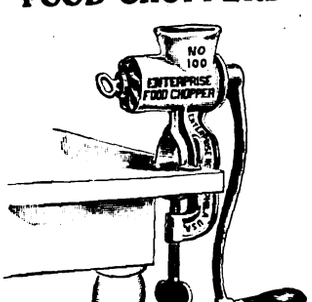
	Per Doz.
No. 33, Tinned, -	$6.00
No. 34, Nickeled, -	15.00

LAWN SPRINKLER



No. 1, - - $3 50

FOOD CHOPPERS



No. 100 -	$1.50
No. 300 -	2.25

Rapid Grinding and Pulverizing Mills
45 Sizes and Styles for Hand, Steam and Electric Power.



No. 2, - $3.75

CHERRY STONERS
5 Sizes and Styles, Tinned or Japanned



No. 1, - $7.50 per Doz.

ORDER THROUGH YOUR JOBBER. CATALOGUE MAILED FREE.

THE ENTERPRISE MFG. CO. OF PA., PHILADELPHIA, U. S. A.

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Wear and Tear

in Horse Nails has been reduced to a minimum in

The New Putnam Horse Nails.

WHY? Because they are made by a newly patented process which increases the natural strength of the iron.

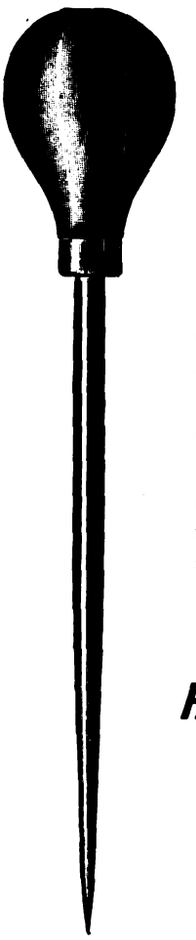
The Highest Test

for tensil strength, elongation and elastic limit was stood by The New Putnam Horse Nails.

Wherever tried they have given entire satisfaction.

They will sell and stay sold. **We have a Special offer.** Write us.

Putnam Nail Co.
Neponset, Boston,
Mass.



Mayhew's Ice Picks

Our No. 999, shown herewith, like the rest of our line, is hammer forged from Tool Steel and oil tempered.

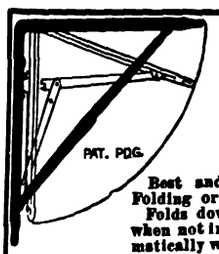
Has a needle point, hardwood handle and nickel-plated brass ferrule.

We sold so many of them last year that we urge hardware men to place their orders NOW for prompt shipment.

"First come, first served."

Mention HARDWARE.

H. H. Mayhew Co.
Shelburne Falls,
Mass., U. S. A.



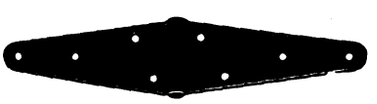
GRIFFIN'S FOLDING BRACKET

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.

GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
Erie, Pennsylvania.

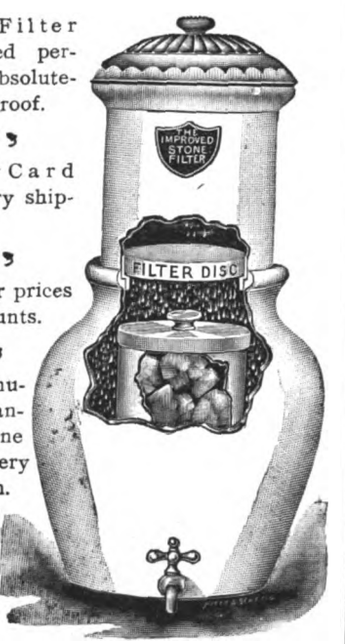
Improved Natural Stone Germ Proof Water Filters

Every Filter guaranteed perfect and absolutely germ-proof.

Display Card with every shipment.

Send for prices and discounts.

We manufacture Sanitary Stone ware of every description.



Fulper Pottery Co. Flemington, N. J.

The

IRISH MAIL

Is a business proposition to the dealers and is Handled by

THE LIVE ONES

Advertised for the dealers benefit. Stoutest, neatest and best Car made.

SELLS AT SIGHT



"GEARED FOR SPEED"

A feature that is a salesman. We tell everything in our catalog.

Write today.

STANDARD MFG. CO.
No. 566 Chase St.
Anderson, Indiana, U. S. A.

Carpenters' Drawing Knives. Screw Drivers.

Write for Catalogue:
C. J. KIMBALL CO.,
Bennington, N. H.

Shoe, Butcher and Kitchen Cutlery

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.



"Giant," "Red Metal"
Cable and Jack
Chains.

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

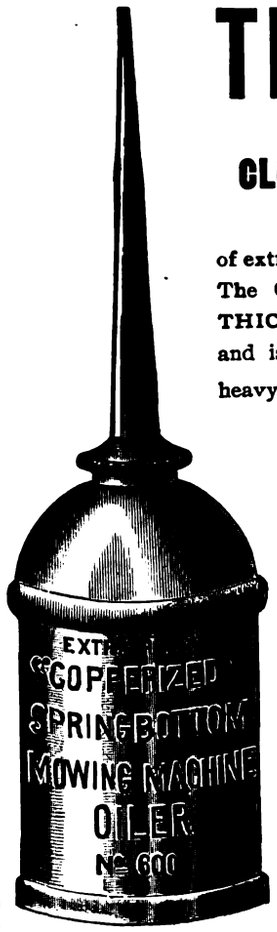
New York Agent : J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swodoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



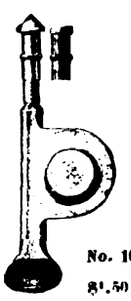
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HARDWARE

The officers of the Retail Hardware, Implement and Vehicle Association, of Oklahoma and Indian Territory, elected unanimously on report of the Nominating Committee are as follows:

President, A. L. Severance, of Durant, I. T.; first vice-president, Geo. W. Mobry, of Tulsa, I. T.; second vice-president, W. J. Pettee, Oklahoma City; secretary, W. G. Johnston, Oklahoma City; treasurer, S. F. Frazee, Vinita, I. T.

Members of Executive Committee: A. D. Acers, of Norman, Okla.; N. B. Utt, of Elk City, Okla.; T. J. Griffith, of Oklahoma City; Fred. Parkinson, of Wagoner, I. T.; J. M. McNabb, of Wewoka, I. T.

Delegates to National Implement and Hardware Convention: E. C. Stretch, of Vinita, I. T.; W. G. Johnson, of Oklahoma City.

✤

The Waterbury Brass Goods Corporation, recently incorporated with a capital stock of $500,000, have perfected temporary organization by the election of the following officers: President, C. S. Dikeman; secretary, J. H. Woodward; treasurer, Charles L. Holmes; directors, these officers and W. W. Magee and Robert F. Griggs. The company are not yet prepared to announce their manufacturing plans. The personnel of the temporary officers gives an indication that the company will be closely affiliated with the American Brass Company and their allied interests.

✤

The Meriden Cutlery Company, manufacturers of Fine Table Cutlery and Carving Sets, Meriden, Conn., have just removed their New York branch from 88 Chambers street to 10 Warren street, where they have larger and more convenient accommodations for displaying the large line of Table Cutlery they produce, and also have more room for carrying stock from which to fill rush orders.

✤

On and after May 20th, 1904, the general buying as well as the payment of accounts of the Dunham, Carrigan & Hayden Company, will be handled from San Francisco instead of through their New York office. C. W. Gause, the general managing buyer, will be transferred to San Francisco. The New York office will still be continued under the management of Wm. L. Carrigan in order to attend to emergency and special business. Attention is called to the fact that all instructions regarding shipping and billing will accompany the orders sent from San Francisco.

TRADING STAMPS MUST NOW HAVE A SPECIFIED VALUE.

The bill prepared by the Merchants' Association to regulate the issuance of trading stamps in this State was signed by Governor Odell on May 9, and has now become a law. This measure was most bitterly contested by the trading stamp companies. A number of hearings thereon were held before the legislative committees and before the Governor, at which hearings representatives from the commercial organizations and merchants in all lines of trade in all parts of the State appeared in favor of the bill. The Merchants' Association of New York conducted a campaign to promote the passage of the measure, by making a direct canvass of the merchants throughout the State. The law goes into effect June 1st, 1904. Its main provisions are:

That trading stamps must bear on their face the redeemable value, expressed in cents or fractions thereof.

That all concerns issuing trading stamps must redeem them at their full face value, either in cash or merchandise, at the option of the holder, whenever presented in quantities amounting to five cents or over.

The law further provides that failure to comply with its terms constitutes a misdemeanor.

ON ADVERTISING TRADE MARKS.

"Trade Marks and Brands" is the title of a handsomely printed and very interesting book which came from the George Ethridge Company, No. 33 Union Square, New York. This book is 11 x 14 in size, with a striking red cover, and is beautifully printed on buff deckle edge paper. It is devoted to an interesting and very important matter—the intrinsic value of a trade mark as an asset, and the necessity for advertising it and keeping it before the public in every possible way. The book points out the fact that nearly everything is now sold by name and brands, and that the manufacturer who wants to get to the front and stay there must educate the public up to the point where his goods will be asked for by their trade name. The subject is treated exhaustively, and the methods for exploiting trade marks fully discussed. The Ethridge Company sends it free, but only to manufacturers who write for it on their business stationery.

The following quotation from the text of the pamphlet will convey an excellent idea of the intelligent manner in which its main argument is presented:

"In order to achieve success the public demand must exist. The need for the goods must be present, though perhaps latent. If, however, the goods are what they should be, and meet a public want of sufficient magnitude, and can be manufactured and sold at a reasonable profit there is absolutely no limit to the success a manufacturer may achieve, provided he is broad-minded and energetic enough, not only to stamp his trade mark upon his goods, but to stamp it indelibly on the minds of those who might buy his goods.

"The trouble with the average manufacturer is either that he is too timid to push his proposition to the limit, or else, that he is satisfied to be a moderate success and to sit back and be comfortable with what he has acquired. If it were not unkind to do so, it would be possible to name a great many manufacturers who have, by advertising their brand, built up a good business, and then leaned back in their chairs and were content with the steadily decreasing volume of trade which the impetus they originally gave their business continued to bring in. Such men stop before they really arrive."

WILLIAM ROCHE.

William Roche, 52-54 Park Place, New York City, has distributed among the trade the fourth edition of an interesting envelope size pamphlet of 36 pages containing much that will be found of interest to Battery users and others. This combined pamphlet and catalogue has been prepared by Mr. Roche in compliance with numerous requests in the hope that it will perhaps be the means of imparting information to his friends on some matters with which everyone using the electric spark in gas engine work should be familiar, and at the same time the opportunity is availed of to draw renewed attention to the merits of the "New Standard" dry battery and some of their other specialties. This valuable little book may be had upon request to address as above.

"BLACK KID" STOVE POLISH.

The Nickel Plate Stove Polish Company, Chicago, Ills., are the manufacturers of the Black Kid Stove Polish which has already achieved considerable popularity and is sold to the dealers on terms so unique they never fail in making a sale to introduce it. It is rather out of the ordinary for a firm to suggest that under any circumstances customers need not pay for their goods if they are not the best on the market or the best they have ever used. Yet this is the rule in marketing the "Black Kid". The manufacturers state they have yet to have the first can returned under the rule, and that their business under these winning methods has been increasing monthly on this special brand two or three hundred per cent.

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HARDWARE

VOL. XXVIII. MAY 25, 1904. NO. 4

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

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Register your letters when you remit by cash.

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Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,
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Telephone: 2945 Harrison
C. H. GREENE, Representative

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A. P. MITCHELL, - - - Secretary and Treasurer.
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The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

Trade in general is in somewhat of a healthy condition. The traveling salesmen alone are able to make a commendable show of business A number of good buyers, usually in the market at this time of the year are conspicuous by their absence. Strictly Summer goods are waiting for a spell of weather warm enough to breathe the approach of Summer. Notwithstanding the demand is lessened by the inactivity of retail buyers, the jobbers are still hopeful of the season being prolonged only, and not shortened materially.

The demand may be deemed a steady one for all seasonable goods that are considered indispensable to a Spring stock, and on these goods the demand is far ahead of the supply and manufacturers find it difficult to satisfy customers so that few sales may be lost by them.

Dealers in Builders' Hardware report active conditions under an excellent enquiry for the future. The hesitating nature of the stock market turns the thought of many speculatively inclined toward the real estate market and unimproved property is made marketable and consequently profitable.

Goods, the productive facilities of which have been largely promoted under the few good years just ended, are made comparative footballs by some portions of the trade, fearing the possibility of a slump following any accumulation of factory stock.

The several organizations among manufacturers of similar goods, have a strength sufficiently vigorous to hold their own and permit no changes even of trifling importance.

The agricultural prospects on which so much of the hopes of the future depend, seem in almost every state favorable in character. Of course where vivid imaginations have figured on phenominal possibilities, there may probably be a tinge of disappointment at any climatic setback, but generally the hopefu'ness is abundantly visible, and the belief in equalling last year's trade is sufficiently strong.

A great deal of the pessimistic feeling, about which we hear occasionally, comes from that old fashioned branch of the Hardware business which is found in stores that are without modern improvements, or up to-date facilities, and where convenient fixtures have not yet supplanted obstructive ability to market a modern stock of goods made still more unattractive by unharmonious surroundings. The civilizing process of making the modern store attractive by new goods, new methods, new surroundings and a new love for the vocation by the active participant, eventuates in producing a belief in future prosperous conditions that is only possible to successful men who are optimistic.

The general trend of business is scarcely aggressive enough to meet advanced views regarding trade. Some manufacturers of goods that are late in moving, largely seem to be accumulating stock. This, of course, makes in these few cases prompt shipments more easy of accomplishment. Should this feeling become more widely extended, there will be a let-up in the gait of productive energy.

The Export trade, however, shows an eager absorption of the manufacturers' production. Those who cater to the wants of foreign buyers find a satisfactory demand and progressive enquiry for the future.

OUR SUPREMACY IN DOMESTIC EXPORTS.

It is quite apparent that the United States is to head the list of nations as an exporter of domestic products in the fiscal year which ends with the coming month. The contest for supremacy as an exporter of domestic products has been for several years between the United Kingdom and the United States. Until a comparatively recent date the United Kingdom stood at the head of the list. During the past few years, however, the United States has on several occasions exceeded slightly the figures of the United Kingdom, and the latest statements of exports make it evident that in the fiscal year 1904 the United States will be considerably in the lead. The figures of domestic exports of the United Kingdom for the nine months ending with March, 1904, were $1,073,538,366, and of the United States $1,149,330,670, the total domestic exportation of the United States for the nine months in question being thus 76 million dollars in excess of that of the United Kingdom.

These figures, it will be observed, end with March. For the month of April the figures of the United States, as announced by the Department of Commerce and Labor, through its Bureau of Statistics, are $107,535,655, against $107,692,056 of domestic exports in April, 1903. While the figures of the United Kingdom have not yet been received, it is apparent that no sufficient change could possibly occur in the two months to reduce the certainty that the total exportation of domestic products from the United States in the fiscal year ending June 30 next will exceed that of the United Kingdom or any other country.

A further study of the exports of the United States compared with those of other principal countries shows that not only is the United States the largest exporter of domestic products, but that its exports have grown with greater rapidity than those of any other country. The Department of Commerce and Labor, through its Bureau of Statistics, publishes a table showing the total domestic exports of the leading nations in the years ending December 31 from 1893 to 1903, and

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a study of this table shows the relative growth of those countries in their exportation of domestic merchandise.

This table shows that the domestic exports of the United States grew from 854 millions in 1893 to 1,457 millions in 1903, an increase of 603 millions, or 70 per cent.; those of the United Kingdom, from 1,062 million dollars in 1893 to 1,415 millions in 1903, an increase of 353 millions, or 33 per cent.; those of Germany, from 735 millions in 1893 to 1,185 millions in 1903, an increase of 450 millions, or 60 per cent.; and those of France, from 624 millions in 1893 to 804 millions in 1903, an increase of 180 millions, or about 30 per cent. Austria-Hungary showed a growth in domestic exports of from 327 millions in 1893 to 428 millions in 1903; British India, from 310 millions in 1893 to 408 millions in 1903; and Russia, from 378 millions in 1891 to 392 millions in 1901. Argentina and Japan show, respectively, a large percentage of increase in their domestic exports; those of Argentina, from 90 million dollars in 1893 to 213 millions in 1903, which is by far her largest figures of exports; and those of Japan, from 56 millions in 1893 to 142 millions in 1903.

In the matter of excess of exports over imports the United States stands in marked contrast with the other countries of the world. Her excess of exports over imports in 1903 was 462 million dollars; the next largest excess of exports being British India, 152 millions; Argentina, 87 millions; Russia, 87 millions; Austria-Hungary, 48 millions; Chile, 19 millions; Australia, 15 millions; Mexico, 13 millions; and Egypt, 11 millions. In excess of imports over exports the United Kingdom is of course by far the most marked example, the excess of imports over exports being 1,226 million dollars, against an excess of exports of 462 million dollars for the United States. Germany shows an excess of imports over exports amounting to 238 million dollars; Netherlands, 134 millions; Belgium, 99 millions; France, 92 millions; China, 72 millions; Denmark, 65 millions; and Switzerland, 59 millions.

THE ATLANTA CONVENTIONS.

The interest created by the present Convention of the Southern Hardware Jobbers Association gives an abundant evidence that the meeting is certainly one of the most important in the history of this organization. A fuller attendance of delegates than ever before, and a more general attendance of Manufacturers at the twin Convention held at the same time by the leading makers of Hardware products, show an influence for harmonious action at the present time that dominates the Convention and greatly increases its power for the good of the industry.

There are a number of unsettled propositions to be brought within the scope of its deliberations on subjects which have antagonized conflicting interests, and which will receive such intelligent treatment at the hands of those present, as to guarantee the successful consummation of the plans for future benefit to all concerned, that will make the present convention forever memorable.

The catalogue house question which so closely affects the integral interests of every Hardware dealer in the country, will receive the exhaustive treatment such a far reaching subject unquestionably demands. The best reasoners within the limits of organized influence will ventilate their views thoroughly and conscientiously, and every point of conflicting importance that imperil the advantages to be gained by close affiliation of trade interests will be canvassed strenuously in order to devise some perfect action, some plan of resolute endeavor that will eliminate the demoralizing competition now so prevalent in the methods adopted by the catalogue house programmes, that of killing local success in many lines by a concentration of large capital in a business so destructive of all commercial principle.

Selfish and arbitrary as such methods are, so destructive of every pure principle underlying commercial intercourse, it has still obtained a foothold that nothing short of concentrated effort, wisely devised plans of harmonious energy, and a strong manifestation of the belief that justice demands intelligent treatment of such issues; only these can avail, and under the existing opportunities for plain speaking on a subject so vast afforded by a convention so fully attended, can the dealers throughout the country look for any hope and encouragement to make arrangements that may be expected to accomplish the results anticipated.

There are a number of minor details as to business transactions, that a Convention holding in its membership the master minds of this dignified industry can safely be relied upon to test the conditions in the alembic of reason, with the certain accomplishment of results founded on honesty of purpose, integrity of principle, the brotherhood of unselfish competition, and the love and hope of a commercial existence.

NATIONAL HARDWARE ASSOCIATION.

The Executive Committee of the National Hardware Association of the United States held their semi-annual meeting at Boston on Tuesday and Wednesday, May 10 and 11, with headquarters at Hotel Westminster. There was a very full attendance of the Executive Committee and the Advisory Board, with the executive officers. Much of the time was given to making up the arrangements for the next annual convention, which will occur at Atlantic City in November, it being the custom of the committee to devote the Spring meeting to this matter, as it requires a good deal of working out of general detail. A committee was appointed to act with a similar committee from the National Retail Hardware Dealers' Association for the consideration and adoption of measures designed to mitigate the abuses introduced in the trade by the competition of catalogue houses. A telegram of sympathy was sent to Merchant & Co., Philadelphia, one of the members of the association, in view of the death of Clark Merchant, whose character was referred to in terms of sympathetic condolence. Tuesday afternoon the members were the guests of the New England Hardware and Iron Association at an outing at the Brookline Country Club.

Those present at the meeting were: President, Samuel A Bigelow, of Bigelow & Dowse Company, Boston; first vice-president, John C. Koch, John Pritzlaff Hardware Company, Milwaukee; secretary-treasurer, T. James Fernley, Philadelphia; Executive Committee: P. E. Strauss, Fitz, Dana & Co., Boston; J. D. Moore, Moore & Handley Hardware Company, Birmingham, Ala.; W. S. Wright, Wright & Wilhelmy Company, Omaha, Neb.; Frederic Barker, Barker, Rose & Clinton Company, Elmira, N. Y.; Advisory Board: William W. Supplee, Supplee Hardware Company, Philadelphia; H. H. Bishop, McIntosh Hardware Corporation, Cleveland, Ohio; R. A. Kirk, Farwell, Ozmun, Kirk & Co., St. Paul, Minn. The absentees were: Second Vice-President Brace Hayden, Dunham, Carrigan & Hayden Company, San Francisco; R. M. Dudley, Gray & Dudley Hardware Company, Nashville, Tenn., of the Executive Committee, and John Bindley, Bindley Hardware Company, Pittsburgh, Pa., of the Advisory Board.

The visitors, while enjoying a very pleasant sojourn in Boston, had the opportunity to see a good deal of the city, the local members and others of the trade acting as their hosts. The committee went to New Britain from Boston, where the visitors were given a most cordial reception. A luncheon and reception in their honor was served at the New Britain Club from 1 to 3 o'clock Thursday afternoon, at which Mayor Bassett, President A. H. Abbe, of the New Britain Business Men's Association, and other prominent citizens received with the manufacturers. The remainder of the afternoon was occupied in visiting the various Hardware manufacturing establishments of the city. At 5 o'clock the visitors were taken to the Farmington Country Club, where a dinner was given in their honor. Vice-President Charles M. Jarvis, of the American Hardware Corporation, acted as toast master. Charles E. Mitchell, of New Britain, former United States Patent Commissioner, delivered an address of welcome, and Samuel A. Bigelow, of the Bigelow & Dowse Company, Boston, president of the National Association, responded for the visitors. Other speakers were: Governor Chamberlain, of Connecticut; John C. Koch, of the John Pritzlaff Hardware Company, of Milwaukee, vice-president of the association; ex-Mayor George W. Corbin; S. Norvell, of the Norvell-Shapleigh Hardware Company, St. Louis; T. James Fernley, secretary of the National Association, and Howard S. Hart, of the Russell & Erwin Mfg. Company. The visitors passed the night at the Country Club, and devoted Friday to a further inspection of the manufacturing plants of the city.

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CATALOGUE HOUSE COMPETITION.

Hibbard, Spencer & Bartlett Co., Chicago, Ill., participating to this extent in the discussion anent catalogue house competition, are mailing to the trade the letter which follows, in the course of which they make a number of timely suggestions to retailers, indicating methods for successfully combating the influence which such houses apparently exert. It is well worth perusal:

Through the columns of *The Iron Age* one of our neighbors opened a discussion upon the catalogue house question which has attracted the attention of manufacturers, resulting in criticisms of jobbers and retailers.

As the catalogue house idea originated in Chicago, and as the firms doing a large business are located in this city, the discussion is evidently intended to apply to the Chicago houses in particular, and the manufacturers' criticisms to the jobbers who are so located as to readily supply these houses with goods. We think every manufacturer and jobber in this country should declare himself upon this question, which is of such vital importance to the vast body of retailers. As for ourselves, we do not and will not sell these houses any goods.

In this connection we wish to call the attention of retailers to some methods which have been successfully employed by retail merchants in counteracting the local effects of catalogues:

1. Keeping a larger and better assortment of goods.
2. Displaying them in a more attractive manner.
3. Notifying consumers that any articles which the catalogue houses list and are prepared to ship will be delivered to them at same price (freight or express charges added), of the same quality and on the same cash terms as advertised in the catalogues.
4. Not quietly permitting customers to send their ready cash in payment for profitable goods to catalogue houses, and giving them long time credit upon the staples and unprofitable goods they wish to purchase near home.
5. Selling at fair profits, as nearly as possible for cash, and putting the same energy and push into business that the catalogue houses display.

We believe that the competition which looks so serious can be profitably met by the retail merchants. The jobbers will certainly assist.

THE NATIONAL CYCLE TRADE ASSOCIATION.

The National Cycle Trade Association will hold their third annual meeting in New York City on June 22d. Proper committees for the successful transaction of a large amount of important business are now in preparation, and there is every reason to believe that a very pleasant gathering of the members and those interested in cycle advancement may be anticipated.

DEATH OF SPENCER A. JENNINGS.

The Tin Plate and Metal trades of New York City suffered a serious loss in the death of Spencer A. Jennings, of the long established and highly esteemed house of Bruce & Cook. Mr. Jennings died at his home, Glen Cove, L. I., on Thursday, May 12th, after a long illness. He was born in Illinois, March 11th, 1850, his mother being a sister of John C. Cook, who for many years was an important factor in the house of which Mr. Jennings has been such an able and industrious member. For a number of years he resided in Illinois, and was a student at the Northwestern College at Plainfield, but completed his studies at Islip, N. Y., the family having removed to New York. Since 1871 he has been connected with the firm of Bruce & Cook, devoting his especial attention to the large buyers of the house, who will feel a sad regret on learning of his death. Mr. Jennings was a member of the Riding and Driving Club and the Union League Club, the Hamilton and the Fulton Clubs, and was one of the founders of the Lincoln Club of Brooklyn. He was possessed of a warm heart that indulged in philanthropic work without publicity, and his inflexible integrity crowned his industrious life with the love and esteem of all who knew him. He was married in 1885 to Miss Ellen E. Buchanan, of Illinois, who, with three daughters, survive him.

THE AMERICAN FORK &

The American Fork & Hoe Company, Cle[illegible], being the distributors of a very handsome publication, being catalogue "B," having an attractive cover of bright red with black lettering. To accommodate their many friends from whom they have been constantly receiving inquiries regarding special hand garden tools, they have issued this special catalogue, and invite to it the careful attention of the trade. Illustrated therein will be found many tools having a large and ready sale and which will pay a handsome profit. They request correspondence from parties in the market for anything in the way of hand garden or farming tools. They claim to be the largest manufacturers in the world of this class of goods. The book is finely illustrated and will be forwarded upon request of the above concern.

AMERICAN TRADE OPPORTUNITIES IN NANTES.

(From United States Consul Ridgely, Nantes, France.)

AMERICAN MANUFACTURES IN NANTES.

American typewriters, cash registers, sewing machines, egg beaters and meat choppers are sold currently in Nantes for the reason that the manufacturers exporting those products are represented by active agents who speak the language and drum the country just as commercial travelers do in the United States. Various articles of American hardware, introduced in a "gingerly" fashion by German, English, and French importing houses at Hamburg, Liverpool, and Havre, are also seen here in a small way, but there is no active demand for any article of American manufacture other than those above mentioned. The Germans are imitating our ice boxes, ice-cream freezers, and meat choppers, and are selling those articles here in considerable quantities. American washing machines are also appearing, but are not yet popular. The wash boats on the rivers Loire, Erdre, and Sevre employ thousands of women who wash by hand in the old-fashioned way, earning 40 sents for twelve hours' work, and the introduction of patent washing machines is not relished by this class of laboring people.

AGRICULTURAL IMPLEMENTS AND MACHINERY.

The land in Brittany is so completely divided up into small parcels belonging to separate owners that there are few large fields of grain or of any other one product. As a consequence, even though the country is of an agricultural character, there is relatively little demand for improved reapers and mowers and similar modern agricultural implements of an expensive character. There is no question as to whether or not American agricultural machinery will ever be as much in demand here as it is in other parts of France. Meanwhile threshing machines and many varieties of light agricultural implements, some of them modeled on American styles, are being manufactured here, and this industry is one of the few that have had better than an average year up to date. If any American exporters of agricultural machinery and implements are represented in Nantes I am not aware of that fact.

AMERICAN OIL STOVES.

One article of American manufacture that is rapidly becoming popular and current in France is the coal-oil stove. Several varieties of these stoves are sold here, and the demand for them this year is already double that of 1902. The heating stove is the article almost solely in demand and the grades most sold in Nantes range in price (retail) from 50 francs to 100 francs ($9.65 to $19.30).

THE GRIFFIN MANUFACTURING COMPANY, Erie, Pa., are sending out a very attractive envelope size catalogue regarding Hinges of their manufacture. It is a high grade little book of 47 pages, being finely printed on heavy coated paper and is profusely illustrated. Included in the contents are hasps and staples, folding brackets, shelf brackets, drawer pulls, sash lifts, barrel bolts, steel door hangers, standard steel track, roller bearing door hangers and flexible door hangers, wrought washers, etc., each accompanied by illustrations, descriptions and list prices. Catalogue may be had upon request to address as above. All list prices and discount sheets issued by them previous to this one are withdrawn.

THE SOUTHERN HARDWARE JOBBERS' ASS'N.

FOURTEENTH ANNUAL CONVENTION.

OFFICERS.
1903-1904.

President—W. M. Crumley, Beck & Gregg Hardware Co., Atlanta, Ga.

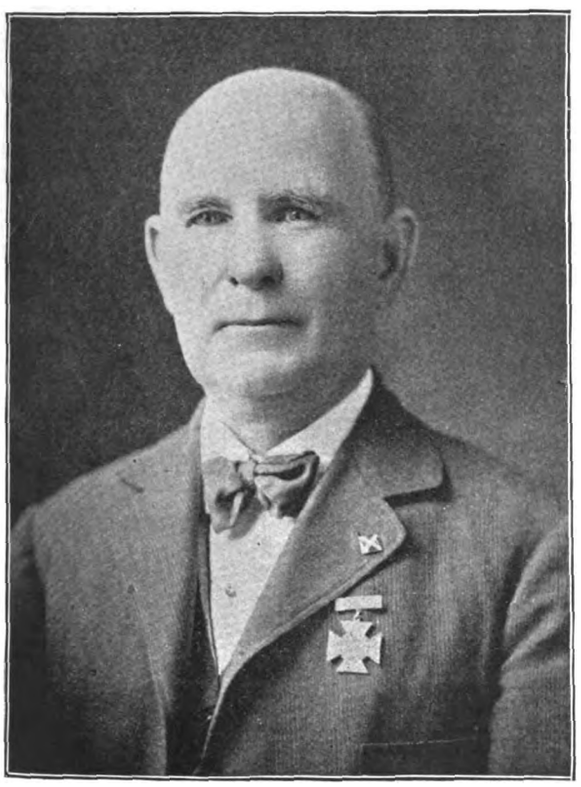
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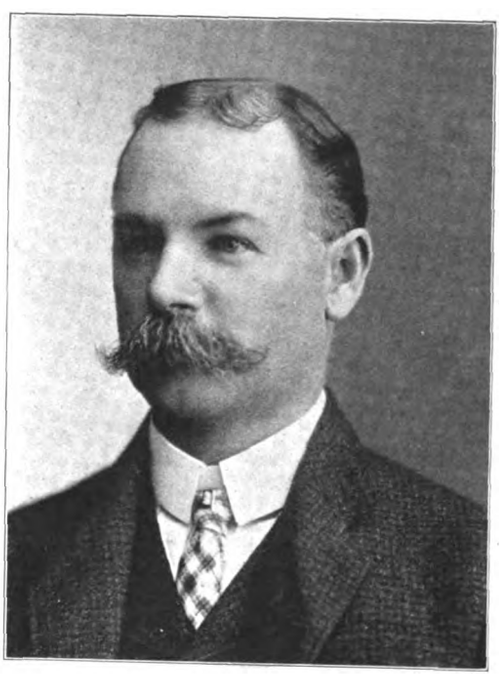
Manufacturers' Committee—Frank S. Gray, The S. B. Hubbard Co., Jacksonville, Fla.; J. C. Bering, Bering-Cortes Hardware Co., Houston, Texas; H. H. Mayberry, Gray-Dudley Hardware Co., Birmingham, Ala.

Grievance Committee—James Moroney, Moroney Hardware Co., Dallas, Texas; W. D. Mounger, Baker & McDowell Hardware Co., Natchez, Miss.; P. G. Wall, Knight & Wall Co., Tampa, Fla.

Membership Committee—Joseph Orgill, Orgill Bros. & Co., Memphis Tenn.; R. F. Bell, Wm. Henry & R. E. Bell Hardware Co., Ft Worth, Texas; C. A. Cunningham, Cunningham Hardware Co., Mobile, Ala.; H. M. Wortham, Dunlap Hardware Co., Macon, Ga.; F. W. Powers, Mitchell, Powers & Co., Bristol, Tenn.

RECEPTION COMMITTEE.

Irby Bennett, Chairman....Winchester Repeating Arms Co.
R. N. Barber.....Smith Hemenway Co.
W. H. Bennett.....Reading Hardware Co.
S. B. Bispham.....Russell & Erwin Manufacturing Co.
A. W. Bond.....Goodell Cutlery Co.
R. P. Boyd.....John H. Graham & Co.
E. H. Brittan.....Ohio Tool Co.
R. D. Carver.....Alabama Steel & Wire Co.
Percy C. Cauthorn.....W. W. Crandall & Co.
H. P. Chenoweth.....Sargent & Co.
J. F. Comer.....American Can Co.
W. A. Corry.....J. C. McCarty & Co.
Geo. L. Corbin.....Corbin Cabinet Lock Co.
W. A. Chenoweth.....Birmingham, Ala.
W. W. Crandall.....W. W. Crandall & Co.
F. G. Drew.....Winchester Repeating Arms Co.
Thos. Ellis.....Iver-Johnson Arms & Cycle Works.
W. H. Foege.....American Steel & Wire Co.
F. H. Forman.....Pittsburg Steel Co.
C. M. Fouche.....Crucible Steel Co. of America.
L. C. Frazer.....Birmingham, Ala
J. S. French.....Peters Cartridge Co.



JOHN DONNAN, VICE-PRESIDENT.

Robert Garland.....Garland Nut & Rivet Co.
T. W. Gatiright.....C. E. Jennings & Co.
John R. Gilfillan.....Belfont Iron Works Co.
J. J. Gilmore.....American Steel & Wire Co.
N. A. Gladding.....E. C. Atkins & Co.
T. H Gossett.....Peck, Stow & Wilcox Co.
J. H. Grubb.....Hussey, Binns & Co.
Frank Guildener.....Sargent & Co.
D. P. Hale.....Standard Wheel Co.
John Harbston, Jr.....Reading Hardware Co.
George H. Harper.....Clendenin Bros.
Geo. L. Haven.....P. & F. Corbin.
J. Hildreth, Jr.....Winchester Repeating Arms Co.
George H. Hilliman.....Winchester Repeating Arms Co.
G. B. Hobson.....Tredegar Iron Works.
John Hoen.....Henry Keidel & Co.
Jos. M. Hottel.....G. & H. Barnett Co.
Fred M. Huggins.....Landers, Frary & Clark.
Arthur S. Jones.....The Indiana Chain Works.
J. P. Kelly.....Kelley Axe Manufacturing Co.
Chas. P. King.....American Iron & Steel Mfg. Co.
George L. Knight.....Tubular Rivet & Stud Co.
A. C. Langston.....Jenkins Bros.
Chas. Ingram.....National Enameling & Stamping Co.
H. J. McCue.....American Steel & Wire Co.
O. C. Mead.....Mead & Smith.
D. A. Merriman.....American Steel & Wire Co.
Guy Mitchell.....Beers & Mitchell.
V. A. Moore.....American Iron & Steel Mfg. Co.
Frank Querbacker.....O. K. Stove & Range Co.
J. B. Parrent.....Yale & Towne Manufacturing Co.
E. R. Phillip.....American Can Co.
Wallace L. Pond.....Nicholson File Co.

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James T. Powell	Stanley Rule & Level Co.
J. T. Quarles	Lamson & Goodnow Mfg. Co.
H. F. Reese	The Fairbanks Co.
H. G. Reinicker	Baltimore Shovel Co.
J. W. Ryan	P. & F. Corbin.
John S. Sanders	Union Metallic Cartridge Co.
A. R. Sisson	Russell & Erwin Manufacturing Co.
W. P. Smith	Mead & Smith.
F. Herbert Smith	E. C. Atkins & Co.
W. K. Stone	F. I. Stone & Co.
Daniel K. Stucki	White Mountain Freezer Co.
J. P. Tabb	Tabb Bros. & Co.
Wm. Taylor	Pittsburg Steel Co.
L. D. Vogel	Charter Oak Stove & Range Co.
Dave Walker	National Enameling & Stamping Co.
F. C. Wheeler	Herman Boker & Co.
Chas. H. Wiet	Wier & Wilson.
George P. Wier	Wier Bros.
George Ewin	Wier Bros.



C. B. CARTER, SECRETARY-TREASURER.

John K. Wilson.....Wier & Wilson.
C. K. Woodburn.....Warren McArthur.
Sergeant-at-Arms—H. H. Beers, Beers & Mitchell.

Membership.

ALABAMA.

Anniston Hardware Co	Anniston
Gray-Dudley Hardware Co	Birmingham.
Milner & Kettig Co	Birmingham.
Moore & Hanley Hardware Co	Birmingham.
Wimberly & Thomas Hardware Co	Birmingham.
Paden-Ewing Hardware Co	Gadsden.
Barney-Cavanaugh Hardware Co	Mobile.
Cunningham Hardware Co	Mobile.
H. M. Price & Co	Mobile.
G. W. Barnett Hardware Co	Montgomery.
Snow-Tullis Hardware Co	Montgomery.
Teague & Sons	Montgomery.
Ben J. Schuster	Selma.
Allen & Jemison Co	Tuscaloosa.

ARKANSAS.

Atkinson-Williams Hardware Co	Ft. Smith.
Speer Hardware Co	Ft. Smith.
Webber-Ayers Hardware Co	Ft. Smith.
W. W. Dickinson Hardware Co	Little Rock.
Fones Bros. Hardware Co	Little Rock.
Fox Bros. Hardware Co	Pine Bluff.

DISTRICT OF COLUMBIA.

F. P. May & Co	Washington.

FLORIDA.

Florida Hardware Co	Jacksonville.
The S. B. Hubbard Co	Jacksonville.
Knight & Wall Co	Tampa.
Tampa Hardware Co	Tampa.

GEORGIA.

Athens Hardware Co	Athens.
T. Fleming & Sons	Atlanta.
Anderson Hardware Co	Atlanta.
E. C. Atkins & Co	Atlanta.
Beck & Gregg Hardware Co	Atlanta.
Dinkins & Davidson	Atlanta.
King Hardware Co	Augusta.
Deveney, Hood & Co	Augusta.
Maurice Walton Hardware Co	Macon.
Dunlap Hardware Co	Rome.
Griffin Hardware Co	Rome.
Rome Haidware Co	Savannah.
Edward Lovell's Sons	Savannah.
Palmer Hardware Co	Savannah.
J. D. Weed & Co	Muskogee.

INDIAN TERRITORY.

Turner Hardware Co	Oklahoma City.

OKLAHOMA TERRITORY.

Armstrong Hardware Co	



F. A. HEITMANN, OF ADVISORY BOARD.

LOUISIANA.

Stauffer, Eshleman & Co	New Orleans.
Vordenbaumen & Eastham Co	Shreveport.

MISSISSIPPI.

Baker & McDowell Hardware Co	Natchez.
Louis Hoffman Hardware Co	Vicksburg.
Lee Richardson & Co	Vicksburg.
Wright Bros	Vicksburg.

NORTH CAROLINA.

Charlotte Hardware Co	Charlotte
Weddington Hardware Co	Charlotte.
Odell Hardware Co	Greensboro.
Heath-Lee Hardware Co	Monroe.

SOUTH CAROLINA.

Marshall, Wescoat & Co	Charleston.

TENNESSEE.

Mitchell-Powers Hardware Co	Bristol.
Tom Fritts Hardware Co	Chattanooga.
Magill Hardware Co	Chattanooga.
S. B. Luttrell & Co	Knoxville.
C. M. McClung & Co	Knoxville.
Woodruff Hardware Co	Knoxville.
E. C. Atkins & Co	Memphis.
Benedict, Warren & Davidson Co	Memphis.
Orgill Bros. & Co	Memphis.
Thomas Barnes & Miller	Memphis.
J. H. Fall & Co	Nashville.
Gray-Dudley Hardware Co	Nashville.

TEXAS.

Ed. S. Hughes & Co	Abilene.
Moroney Hardware Co	Dallas.
Bering-Cortes Hardware Co	Houston.
F. W. Heitmann Co	Houston.
Peden Iron & Steel Co	Houston.
H. S. Bettes Hardware Co	Paris.
Roberts, Sanford & Taylor Co	Sherman.
Wm. Henry & R. E. Bell Hardware Co	Ft. Worth.

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VIRGINIA.

Piedmont Hardware Co.	Danville.
Barker-Jennings Hardware Co.	Lynchburg.
Paul R. Howard Hardware Co.	Norfolk.
Watters & Martin	Norfolk.
Charles Leonard	Petersburg.
Richmond Hardware Co.	Richmond.
The W. S. Donnan Hardware Co.	Richmond.
Watkins-Cottrell Co.	Richmond.

"HARDWARE'S" SPECIAL TRAIN.

Eastern manufacturers with their wives and children, to the number of nearly a hundred accepted the invitation of HARDWARE and made up a very congenial party, which left New York on Sunday, May 22nd, bound for the "Metropolis of the South."

Four Pullman's, the Lycomedes, Tremont, Pleiades and observation car, Sybaris, left Jersey City at 4.50 P. M., attached to the regular Southwestern Limited. The party was joined by a number of delegations at Philadelphia and Baltimore, and at Washington by a large number from Pittsburg and other points and by the private car "Sunset" chartered by the Reading Hardware Company. The five Pullmans, with diner and buffet car were then made up in a special train, all "Hardware" but one car, and completed the run in good time. On board were the following:

"SIMONIDES."

Robert Garland, Garland Nut & Rivet Co., Pittsburg, Pa.; Mrs. Robt. Garland, Miss Alice Garland, Fred. S. Merrick, Standard Horseshoe Co., New Brighton, Pa.; James C. Deane, Goodell-Pratt Co., Greenfield, Mass.; J. H. Towne, A. W. Clark, Yale & Towne Mfg. Co., New York; Archibald Paull Mitchell, Hardware Publishing Co., New York; B. A. Hawley, Russell-Erwin Mfg. Co., New Britain, Conn.; Chas. Glover, C. A. Earl, Corbin Screw Corp., New Britain, Conn.

PRIVATE CAR "RAINBOW."

Reading Hardware Co.:—John E. Harbster, President; Samuel Y. Riegner, Treasurer; G. N. Jacobi, Gen'l Sales Manager; B. Luerrsen, Advertising Manager; C. S. Packard, New York Manager; T. B. Hendrickson, Philadelphia Manager; J. C. McDonald, Trav. Agt. So. Ter'y.; W. H. Bennett, Chicago Manager. Amphion Male Quartette; Apollo Mandolin Orchestra.

"SYBARIS."

C. B. Parsons, J. W. Ryan, P. & F. Corbin, New Britain, Conn.; Corbin Cabinet Lock Co., Geo. W. Corbin, C. H. Baldwin, Wm. Taylor, W. C. Reitz, Pittsburg Steel Co., Pittsburg, Pa.; Daniel Stern, "American Artisan" Chicago; Joseph McCaffrey, McCaffrey File Co., Philadelphia, Pa.; J. S. Bonbright, Supply Hardware Co., Philadelphia.

"TREMONT."

H. D. Harvey, National Supply Co., Baltimore, Md.; Mrs. H. D. Harvey, Harold Le Roy Harvey, J. A. Fopiano, Max Klaas, New York; L. H. Vogel, W. I. Sherwood, Wm. Vogel & Bros., Brooklyn, N. Y.; W. H. Cole, T. D. Halliwell, Tower & Lyon Co., New York; Mrs. T. D. Halliwell; F. J. Schollhorn, The Wm. Schollhorn Co., New Haven, Conn.; T. H. Keller, Peters Cartridge Co., New York; W. G. Yantis, F. Norvall, Norvall-Shapleigh Co.; T. James Fernley, Secy.-Treas. National Hardware Association; Jos. M. Hottel, G. & H. Barnett, Philadelphia; S. H. Jacobs, Troy Nickel Works, Albany, N. Y.

CAR 1 "PLEIADES."

L. F. Thurber, White Mountain Freezer Co., Nashua, N. H.; J. D. Bethel, Hopkins & Allen Arms Co., Norwich, Conn., Mrs. J. D. Bethel; Wallace L. Pond, Nicholson File Co., Providence, R. I.; D. H. Goodell, R. C. Goodell, Goodell Company, Antrim, N. H.; F. E. Muzzy, J. Stevens A. & T. Co., Chicopee Falls, Mass.; C. F. Carrier, Cronk & Carrier Co., Elmira, N. Y.; F. I. Johnson, Iver Johnson's A. & C. Co., Fitchburg, Mass.; C. K. Simonds, Simonds Mfg. Co., Fitchburg, Mass.; A. Eugene Bolles, Hardware Publishing Co., New York; F. D. Mitchell, Secy.-Treas. A. H. M. A., Philadelphia; G. P. Kelley, Official Stenographer; A. C. Albrecht, North Bros. Mfg. Co., Philadelphia; Harry Mayer, Mayer & Co., Philadelphia; Fayette R. Plumb, Fayette R. Plumb, Inc., Philadelphia.

"General Melancholy" was strictly out of it and if any one on board was afflicted with moroseness, there was only one place on the train where the afflicted one could enjoy the pleasures of such an attack, and that was in the baggage car out of sight behind the trunks.

Havanas for the men and "Huyler's" for the ladies and children were distributed and Harbster's musicians kept every body happy with coon songs and mandolin melody, liquid refreshments were served, while the train comedian, a certain portly gentleman from the city of Brotherly Love left "smiles that wouldn't come off" from one end of the train to the other.

The party arrived at their destination on time and were received by the Reading Hardware Co.'s Band with all the honors.

FOURTEENTH ANNUAL CONVENTION.

The fourteenth annual convention of the Southern Hardware Jobbers' Association was held in the beautiful Metropolis of the South, Atlanta, Ga., on the four days, Tuesday, May 24th, to Friday, May 27th, and it proved to be one of the most successful gatherings in its history. With congenial surroundings, fraternal welcomes gladly extended on every hand, the delegates were made to feel that true Southern hospitality which is a synonym for an honest sympathetic welcome that appeals to the heart. The presence of so many handsome ladies, the wives, sisters and daughters of the delegates, with faces wreathed in the happy expression of enjoyable content, certainly formed not the least of the attractions of this noted convention. More magnificent weather could not have been asked for and every hour of the convention continuance brought its own duty and added its own pleasure.



MEMBER'S BADGE.



KIMBALL HOUSE.

The headquarters of the Southern Hardware Jobbers were at the Kimball House in the ball room, attached to which the convention proceedings were held. The delegates and visitors, of which it was estimated there were quite a large number present, were all invited to assemble promptly at 9.30 A. M., which, as the ladies were to accompany them where possible, was accordingly done.

Tuesday Morning's Session.

The meeting was called to order by President Crumley, and after a prayer by the Rev. H. S. Bradley, D.D., the pastor of Trinity M. E. Church, South, the proceeding of calling the roll followed. There were delegates present. The en-

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tire convention then joined in singing the National Anthem, "America," which was entered into with commendable spirit.

In a few brief remarks, President Crumley welcomed the visitors to Atlanta, the president being followed by the Hon. Evan P. Howell, Mayor of Atlanta, who gave a civic welcome to the beautiful city over which he holds the reins, taking for his text, "Here's Our Hand," he eloquently expressed the pleasure felt in seeing so representative a body of Hardwaremen.

The Mayor's address was happily responded to by J. C. Birge, president of American Hardware Manufacturers' Association, in a felicitous speech.



Hon. Evan P. Howell, mayor of atlanta.

ADDRESS OF WELCOME TO THE MANUFACTURERS.

BY W. W. WEBBER.

On behalf of the Southern Hardware Jobbers I welcome you to this convention. This, doubtless, is a work of supererogation because you must have noticed since your arrival here that you are thrice welcome. You can know from the pressure of the hand, or a glance when we meet, that we are proud to have you with us and with regret will we see you take your leave. We welcome you not purely as men with whom we have business relations, and we are not glad you are here simply because we hope to get a five or ten per cent. better discount, but we welcome you here because we want to know you and love you, understand and appreciate you, and 'tis a happy coincidence that we meet each other in the Empire City of the South, where 39 years ago our fathers met in one of the sanguinary struggles of a war that depleted your section and impoverished ours, while it challenged the admiration of all mankind, and today I know you join with us in thanks to the Prince of Peace for the beneficient conditions that make this meeting possible. Gatherings such as this will ultimately make the whole world kin, and this being so our social and business relations will become more extensive and confidential. And, too, we hope that your visit here may disclose to you

THE TRIUMPHS AND POSSIBILITIES OF THE SOUTH.

Her fields and forests, her sublime climate, her beautiful women and chivalrous men cannot be excelled by any other spot on God's green footstool. We are enamored of ourselves and our country and of any one who reciprocates howsoever faintly. Did you ever analyze the word "welcome?" What does it mean? It means when said to me that I am to be at ease in any home or hamlet, city or country, State or nation that gives me a welcome. It means that I have the confidence and esteem, respect and approbation of the man, community or body extending it and when we say to you "welcome" we mean to convey all that can be made out of the word. We mean to say that we welcome you as men who by their industry and foresight keep abreast of the time in all improvements and appliances, who originate and initiate into the market some of the things that go to lighten the burden of the human race, and make life the easier to live.

From among you, and antedating you, was Eli Whitney, whose genius, more than that of any other man, has helped

TO PLACE THIS COUNTRY IN THE FOREMOST RANK OF NATIONS.

It was not his fortune nor his lay to write his name among the orators and statesmen of his time, but it is written in every community of the South in characters more enduring than bronze. The wizard of Menlo Park will not go down in history as a man upon whose words audiences have eagerly hung, but the network of wires and lights that "shine like gems of purest ray serene" will be his enduring monument. And I do not forget that the greatest friend that the women of this, and all countries ever knew had his habitation among you. But for his genius the laces and flounces, forbelows and whatnot, the yokes and girdles, bodices and belts that amaze us with their beauty today would have been well nigh impossible. The ladies should erect a monument to Elias Howe—the great liberator of the gentler sex. Your inventors and manufacturers have by dint of energy and attention to detail evolved many useful and necessary articles, the absence of which would seriously interfere with our daily routine; hence

WE WELCOME TO OUR MIDST THOSE WHO HAVE CONTRIBUTED SO MUCH TO OUR COMFORT.

This is a day when we should all feel a deep interest in our country and her destiny, and should all join in a concentrated effort to capture the world's commerce for our fields, forests and factories.

To the South of us beyond the land of the Montezumas, and down among those people who for years have turned to us as the Helianthus to the sun, who have patterned their Governor after ours we are to create a water-way cutting the continent in twain and when the waters meet they will sing a song of victory that will reverberate round the world proclaiming us the most phenomenal people of all the ages.

The time and place of this meeting are peculiarly auspicious. We are met in a city that was the first to feel the impetus of manufacturers in the South, was the first to brush away the dark and lowering clouds that followed in the wake of a civil war, was the first to rise Phœnix-like from the ashes and gird on her armor and go forth to do battle for our country's commerce. Others have taken inspiration from her noble example until now all over our beautiful Southland

CAN BE HEARD THE RING OF THE HAMMER AND THE HUM OF THE LOOM.

When we contemplate the risen South, the new South, our patriotism expands and in our enthusiasm we exclaim "My country! may she always be right, but right or wrong, my country."

The time is the month of May, when all nature is a smile, when we have with us the hyacinth and honeysuckle, the pomgranate and the magnolia, when the Great and Good Giver of all things has vouchsafed to us the flowers of the field and the birds of the forest. "When every prospect pleases and only man is vile," when

ALL BICKERINGS AND ANIMOSITIES SHOULD BE BURIED.

when 'Peace on earth, good will toward men" should be emblazoned on the banners of us all. Hence, my friends, we welcome you, and in concluding I voice the belief that in no part of this union from Niagara's grand and beautiful falls from whence the rainbow stretches to our sea-girt Southern shore, from the deep Atlantic whose billows break against the shores of our Eastern States to the broad Pacific where the breezes whisper sweet murmurings to the tide as she goes out beneath the setting sun, from the glittering emporium of stately New England to the mining camps on the Sierra Nevadas, in all the length and breadth of this land could you find a more genuine welcome than we extend to you and yours.

S. G. Gilfillan, of the Belfont Iron Works Co., Ironton, Ohio, responded to the Address of Welcome in the following address:

RESPONSE BY S. G. GILFILLAN.

WELCOME! WELCOME! WELCOME!

The word welcome is at all times a delightful word to hear.

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It at once makes you feel at home and you are glad you came, but especially under the present auspicious circumstances it is doubly gratifying to all whom I represent. When the welcome comes from the lips of an eloquent Southern gentleman in a delightful Southern city and is guaranteed by that most hospitable of all organizations, the Southern Hardware Jobbers' Association, each member thereof being noted for his friendly greeting and hearty handshake. A genuine Southern welcome, such as we receive here, has an effect on me that can only be described by using the definition that was once given for love, viz: "Love is an itching of the heart that you can't scratch." likewise

A SOUTHERN WELCOME IS SOMETHING THAT YOU CAN'T MATCH.

When I look around me and see the smiling faces of some of my very best and most distinguished friends, who are regular Chauncey Depews when it comes to speaking either before or



S. G. GILFILLAN.

after dinner, methinks I hear them say, "Why did the committee ask 'Gil' to speak?" and thus I am reminded of the visit made to Mt. Vernon by two of our distinguished citizens, viz., Admiral Dewey and General Miles, who are the best of friends, but they do not mind "knocking" each other good-naturedly. They went down to Mt. Vernon together on some holiday when naturally there were hundreds of visitors to the old home and burial place of the "Father of His Country." General Miles seemed much impressed. He silently contemplated the crowd for a few moments, and then said with feeling: "What, I wonder, would Washington say if he were suddenly to appear here in the flesh?" "Do you mean just at this moment?" asked the Admiral, with a suspicious twinkle in his eye. "Yes, certainly," answered Miles, a trifle annoyed that his companion had failed to catch the inspiration of his thought. "I really don't know," said the Admiral whose twinkle by this time had become actually malicious, "unless he asked how you ever succeeded in getting the job he used to hold."

In representing your guests and in responding to your welcome, I want to first speak for the ladies, God bless and protect them! for we could not (and we would not if we could) live without them. Their presence lends to these conventions a personality that is both pleasing and profitable, from whatever standpoint it may be viewed. The ladies are first in love, first in peace, and I almost said first in war, but that would not be true. In our city we have a gentleman who appears to have a patent right (and he has reserved all privileges) to respond to the toast, "The Ladies," and not long ago at a banquet he was asked to respond to the toast, "Our City," but when the time came he arose to his feet and said: "The Ladies, God bless them," but just at this point one of his friends called his attention to the fact that he was on the wrong subject; and yet that was not nearly so bad as the effort made by the Chicago gentleman (who must have been in about the same mental condition that I am just now). He was supposed to make an address on the necessity of night schools, but after looking at his audience for awhile, his memory took flight, although his tongue still wagged, and it said: "There is no getting away from the fact that we have more badly dressed women here in Chicago than in any other city in this part of the country," and he is still alive. I therefore, on behalf of the ladies, who are here as your guests, thank you most sincerely for your kind greetings and your cordial welcome.

* * * *

And I now again express thanks on behalf of the salesmen for the hearty welcome that you have given them and for the pleasures that they are sure to have and which they appreciate fully.

And now

A WORD OR TWO FOR THE EDITORS AND REPORTERS,

who always grace these occasions with their happy smiles and who really need no one to represent them as they are at home wherever you put them and amply able to take care of themselves when it comes to speech making, and still I know that they are proud to be your guests at this time and appreciate your hearty welcome and will enjoy your hospitality with vim, vigor and victory.

And now on behalf of another great organization, that of the American Hardware Manufacturers' Association, who certainly show their appreciation of the privilege of being your guests when they call their meeting at the same time and place so as to enjoy meeting you socially, both before and after dinner, and by spending the greater part of their time with you prove beyond a doubt that you are the magnet that draws them to this beautiful city of the Southland; and why should we not meet together, both in business and social sessions, our interests are mutual, "United we stand, divided we fall," and this is an opportune time and place for both business and pleasure. I am fully assured that the business sessions of both conventions will be profitable to all who attend them, but what of the joint social sessions, will we say: "Watchman, tell us of the night?" no, but on the contrary, let us keep that *sub rosa* and have a jolly good social time, but not forgetting or neglecting the most important thing of all, that of solidifying to a greater degree than ever before the very pleasant business and social relations that now exist between the jobbers and the manufacturers. I therefore assure you that the manufacturers appreciate the sincere welcome given them and still believe in reciprocity.

Before closing I wish to ask one question, and that is, What is the matter with T. James Fernley?

Irby Bennett, chairman of Reception Committee, then made his annual report, which proved an extremely interesting document.

Then followed the introduction of new members, and the visitors and guests, a number of impromptu speeches were made and in which was included an informal reception of manufacturers, jobbers and their representatives, concluding with the entering of names of delegates and others in the Registry Book, under the auspices of the sergeant-at-arms, H. H. Beers.

The Tuesday Afternoon Session

was Executive and intended for Jobbers only. The meeting was called to order promptly at 2.30 in the breakfast room of the Kimball House, and following the reading of the minutes of the 1903 convention.

President W. M. Crumley then delivered his annual address:

PRESIDENT'S ANNUAL ADDRESS.

Gentlemen—

I congratulate you on this, your fourteenth annual convention, and the large attendance of our own members, and also of the Manufacturers' Association, which is a proof of the wisdom of holding our meetings within our own borders. It was said in opposition to this, that the manufacturers would not attend if we did not hold our meetings in the North. This evidently was a mistake, as proved by the unusually large attendance of these gentlemen.

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ASSOCIATION PROGRESS.

I am glad to report to you that your Association is in a most prosperous condition, possibly more so than ever before since its organization.

NEW MEMBERS.

We have had many new members added to our roll and are in condition to accomplish more good with the manufacturers than ever before. In fact, I believe we will be granted almost anything in reason that we may ask of them. They recognize our strength and we have proved to them that we will not be unreasonable in our demands upon them and they have about come to know that we are necessary to their welfare.

OUR OWN MEMBERS.

I regret to state that I have heard from so few of you during the year, nor have you taken advantage of your committee by writing them about any of your troubles. It may be, however, that I should congratulate you that all things have moved so smoothly with you that you had no need for their help. I hope this is the explanation, but during the coming year, if you should have trouble, do not fail to refer same to the proper committee, for you will find them ready and willing to serve you.

OTHER ASSOCIATIONS.

We are in close touch with the other great Associations of the country and we are ready to work hand in hand with them, and they with us, for our interests are mutual and when our rights are attacked, we will stand together as one man. But the best and greatest benefit our Association has accomplished is yet to be mentioned. It is this:

The improved condition in our own ranks. You can all recall the time when you thought your competitor was the meanest man on earth and you would scarcely speak to him when you met. How different now. If you have any complaint to make, you do not hesitate to go to him in his own office and talk it over with him and you have found him just as clever a fellow as you are yourself. This is brought about, either by your local or the general Association where you meet, and not only shake hands but do so cordially.

LOCAL ASSOCIATIONS.

Let me urge you, if you have no local Association, to form one without delay. You will find it a great profit maker.

ASSOCIATION WORK.

Let me beg of you to be present at each of our meetings. There are many things to be discussed that are of vital importance to you and you will not be doing yourself nor the Association justice, if you do not attend and join in the debate on these matters.

FUTURE OF OUR COUNTRY.

The commercial and industrial prosperity of the South had just begun. It is our inning and we are at the bat. Are you all ready and prepared to take advantage of this flood-tide of prosperity that is coming our way?

AGRICULTURE.

The South has just begun to wake up to her advantages, as an agricultural and manufacturing section, and immigration and capital are looking this way. When our large farms are divided up into small ones and the crops diversified, as they are beginning to do, we will have a larger prosperity.

OUR MANUFACTURES.

But while there are great opportunities in the improvement and progress of our agriculture, our advantages as a manufacturing country, must not nor will not be overlooked, with our climate, cheap coal and iron and great timber belts, manufacturers are sure to come and that soon, for they will not be slow to see the opportunity. Let us encourage them to come among us and build, and above all, let us keep pace with their growth and grow with them.

I wish to thank you for the uniform courtesy which has been extended to me, not only by each member of the Association, but especially by your other officers. Let me commend to you our secretary, C. B. Carter, who has been ready and willing to lend his help during the present year.

To my successor I wish to tender my entire allegiance.

This was followed by the reports of the secretary, treasurer and Transportation Committee, the Press Committee, Grievance Committee, Manufacturers' Committee, Membership Committee, Supply Committee and Metal Committee.

The chairman of the Executive Committee, O. B. Barker, then read his report, which was followed by a discussion in which a number of the conventioners participated.



O. B. BARKER, OF EXECUTIVE COMMITTEE.

Next in order was the discussion upon the subject of

OUR ASSOCIATION—WHAT SHALL BE DONE TO NURTURE IT?"

which was opened by R. D. Warren, of Benedict, Warren & Davidson Co., Memphis, Tenn., with the following remarks:

Van Doren said, "A brother, assisted by a brother, is a fortified city." "A three-fold cord is not quickly broken," says



R. D. WARREN.

the preacher. Our Lord Himself recognized the strength of fellowship and communion; so He sent out His disciples, not alone, but by twos, each increasing the force of the other.

In our business life, we have found that

"When one alone seeks his best to know,
His skill is weaker, his thoughts are slow."

As with individuals so with firms and corporations recognizing this great need, the one for the the other, the "Southern Hardware Jobbers' Association" was established not on the idea of combination, but

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ON THE SOLID FOUNDATION OF THE PRINCIPLE OF CO-OPERATION. When we can convince the Hardware jobber as an individual that we need him, or better still that he needs this Association, it is an assured success. Let him but see his needs and, American-like, he will go after it. This idea was very concisely illustrated by an artist recently. Uncle Sam was represented, calmly stroking his beard, and wearing an elegant Panama hat marked $50,000,000. A foot note said, "Came high, but he had to have it." So, we have but to make the jobber see that as an Association we are indispensable to his greatest success, and he becomes at once an important factor in our own.

To make our claim good, these association meetings must be intensely interesting from opening to adjournment, with the vital question of the hour—the *live* issues—the methods of today compared to the plans of yesterday. Not only should these meetings be interesting and entertaining, but so helpful that each man goes home filled with enthusiasm to carry into the drudgery of the old routine a new idea, a better plan, and so broadened in his views, that he takes back to his local association these new ideas that others may also incorporate them.

The efficiency of this association will be limited, in a large measure, by the co-operation of the individual members. To interest these, and reach those who are not members and

KEEP THEM AWAKE TO THEIR OPPORTUNITIES AND PRIVILEGES,

is the one live question ever before the active management of all association work, and will, I am impressed, be best effected by the organization of local associations at every jobbing point.

From experience in other association work, I believe that more tact will be needed in the organization and successful operation of this branch than any other part of association work. Much careful thought should be expended on this line, all of which will return an hundred-fold in good to this Association. Could not a part of the time of one of our officers, maybe of our secretary and treasurer, be well employed in visiting the local associations, strengthening those struggling for an existence, and encouraging those more firmly established? Besides organizing new local associations where none now exist he could be of incalculable value to old ones in bringing to them new ideas gathered from other associations, and perchance removing the small misunderstandings, often of a personal nature, which occasionally mar the harmony of local work.

In conclusion,

WE MUST MAKE THE JOBBER SEE THE NEED OF THE ASSOCIATION. How best this may be accomplished, you will have an opportunity to discuss. Our interest in this association will be intensified in proportion to the interest manifested in local work. Therefore, we should see to the organization and perpetuity of local associations.

Right business principles are fixed and unchangeable, but plans and methods vary with the man and the times. "The old order changeth, giving place to new." So, in these annual meetings we can exchange ideas as to plans and methods some of which may revolutionize the methods of a few, modify the plans of many, and quicken the business interest of all.

The subject is now open for discussion.

Tuesday Evening

was devoted to a complimentary concert by the Philharmonic Band, of Reading, Pa., under the auspices of the Reading Hardware Company.

Wednesday Morning Session

was an executive one, for Jobbers only. The meeting was called to order promptly at 9.30 A. M. in the breakfast room. J. H. Weddington, of J. H. Weddington & Co., Charlotte, N. C., delivered an address on

"THE HARDWARE JOBBER—HIS WORST ENEMY"

after which an open discussion was had, participated in by a number of the members.

J. D. Moore, of the Moore & Handley Hardware Company, Birmingham, Ala., then followed with an address on

WHAT OUR ASSOCIATION HAS DONE FOR ITS MEMBERSHIP AND WHAT IS YET TO BE ACCOMPLISHED

to which subject also considerable discussion was given.

Wednesday Afternoon Session

was a joint session of jobbers, manufacturers and their representatives, the Southern Hardware Jobbers' Association being the guests of the American Hardware Manufacturers' Association. The meeting was held in the convention hall and was called to order promptly at 2.30. The first address was delivered by S. Norvell, of the Norvell-Shapleigh Hardware Co., St. Louis, Mo., upon

CATALOGUE HOUSE COMPETITION.

He was followed by N. P. Bogardus, president of the National Retail Hardware Dealers' Association, Mt., Vernon, Ohio, with an address on

THE NECESSITY OF A CLOSER AFFILIATION OF JOBBER AND RETAILER

which necessitated considerable discussion. John Donnan, of W. S. Donnan Hardware Co., Richmond, Va., delivered an address on

REBATES AND RESTRICTIVE PRICES FROM MANUFACTURERS OF ASSOCIATION GOODS VS. OPEN MARKET —FROM A JOBBER'S STANDPOINT.

This was replied to in an address by a member of the American Hardware Manufacturers' Association to show how this subject is

VIEWED BY THE MANUFACTURERS.

The discussion which was next on programme,

SHOULD NOT MANUFACTURERS PROTECT THE JOBBERS AGAINST RADICAL DECLINES BROUGHT ABOUT BY DISAGREEMENTS IN THEIR OWN ASSOCIATIONS

was opened by J. C. Sproull, of the Anniston Hardware Co., Anniston, Ala., in the following remarks:

When I received a letter from the Secretary of our Association telling me that I had been selected to open the dis-



J. C. SPROULL.

cussion on a subject at the meeting I knew that a big mistake had been made, but feeling that personally I had done so little for the cause. I had no heart to decline, and I replied "all right," I would do my best. The subject assigned me, which was "Should Not Manufacturers Protect the Jobbers Against Radical Declines Brought About by Disagreements in Their Own Associations?" is so full of interest to us all, and having had the subject so recently up with a manufacturer on this line, I felt that I was called upon to say something.

It is almost impossible to discuss this subject intelligently without taking some of the so-called associations as examples, and in doing this I want to disclaim anything personal to the associations or the men who manage them, but simply to use them as examples for the edification of both the Manufacturers and Jobbers in future. Associations are formed especially for the purpose of putting up prices and thus of put-

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ting money in the pockets of the Manufacturers on such lines of goods as are demoralized; and are generally brought about

BECAUSE THESE GOODS HAVE GOTTEN INTO A RUT

of unprofitableness out of which it seems hard to get them except in this way.

This seems reasonable enough, and we all agree that it is the best thing to do because we all want to see the Manufacturers make money. The Jobber is not taken into the confidence of the Manufacturer until after the act has been perfected, and the price put up; and for this reason is not permitted to share in any of the profits of the advance unless he happens to have a large stock of goods on hand, so up to this point the Jobber is not a partner in the advance and stands no chance of sharing in the profits. When the Association is perfected, the price well in hand, and the Manufacturers meet for their second monthly period some member who is conservative gets up and says that this is a good thing, let us be moderate, and satisfied with a good profit and keep the ball rolling. Another member says that this is all right but boys! we have been without a profit for so long that this is our chance to get even with the game. After discussing the matter the majority decides with this progressive member and when a vote is taken it is always for another advance. The Jobber is promptly told that the market is well in hand and another advance will be made at the next meeting and he is thus forced to get on the band wagon or get left, and

SO HE IS LOADED UP WITH GOODS AT TWICE THEIR VALUE

What is the result?. The greed of these fellows who have voted advance in season and out of season, with reason and without reason begins to bear fruit which ripens almost within a day, and "something is doing." Possibly the profits that they are making have become noised abroad by some confiding stock holder, and they wake up as did the Shovel combine to find that factories are going up in a thousand small towns, or perhaps some factory is not satisfied with the allotment given them in such enormous profits, and in bluffing for a larger share of the game, he gets "called" and the jig is up, so the confiding Jobber is the fellow who loses the money.

This you will all recognize as a fair picture of the nail trust and the shovel combine, both of which flourished under the same head in recent years with the result that the Jobber had to lose a dollar a keg on nails, and more than two dollars a dozen on shovels. And so the subject which we wish to discuss, shall we be protected against radical declines is upon us, and who, be he Jobber or Manufacturer, can recall the workings of these associations and say with truth that it is right that such protection should not be accorded the Jobber. There is certainly no harm in associations, but on the other hand there is much good in them provided radical men are not allowed to control and radical advances made without reason. This is the rock on which they all have been wrecked and all that are to come will be broken without any exception if they continue to commit this blunder, and why

SHOULD THE JOBBER SUFFER FOR THE FAULTS OF OTHERS WHEN THEY DO NOT SHARE IN THE PROFITS?

and are thus made to stand all the loss brought on by the greed of a few. Gentlemen, this is all wrong, these associations should be welcomed by the Jobber and they should be our friends, created to better the conditions not only of making goods but of distributing them through the Jobbers and should protect us against all the declines, especially where they are radical.

I had a discussion a short while ago with a maker of fruit jars which will illustrate the point I am trying to make. All of us who sell jars know that the price has been fixed in December and that the jars have been offered us at a price for January delivery and an advance for each month if taken later. This proposition is made to induce the Jobber to put his money in these goods at a time of the year when he does not need them, and when he has to take the chance of the fruit being killed and thus of having to carry the jars for another year, but as we are promised by the makers

THAT A CERTAIN ADVANCE WILL TAKE PLACE EACH MONTH

we feel impelled to buy the jars in January. This year the advance did not take place and the parties who took no risk of buying them early and who did not put a dollar in them are offered the leading size of jars for 25c. a gross less money than those who bought early under this promise. The maker of these jars wrote me that we should stand this loss when we asked him to let us charge the reduction to the factory. The market was fixed by the Association and they told us it would be advanced monthly and yet when they fail to do this they think we should suffer and not them. All buyers understand that the proper time to buy goods in quantity is when they are low and we are all rapidly learning that

THE TIME TO LET THEM ALONE IS WHEN THEY ARE CONTROLLED BY A POOL

who are trying to rob the public because they can, and offer no protection to the jobber to whom the goods are sold. What confidence can we repose in such schemes under such conditions?

My mind goes back to the days when no such associations existed and I recall a certain maker of horse and mule shoes from whom we bought all of our shoes, we had no contract with them for protection against declines and the market was an open one. And yet when shoes went down they invariably wrote us for a list of our stock and gave us a credit for the decline on same. This factory almost controlled the Southern market; in a few years they got rich, big rich, and today that brand of shoes still has the call in all this country. What conclusion are we to draw from this? Simply

THAT IT PAYS TO DO BUSINESS THAT WAY.

And thus the jobber is not afraid to carry a stock of such goods though they know that they are controlled by a pool because they could feel that their interests were identical with that of the Association, and that they would be encouraged to carry the stock and push the business, thus working a benefit not only to the jobber but to the manufacturer as well.

What I have said is not of course intended to cover this subject but is suggestive only, as you will all recall other instances along this line where we have suffered loss by the breaking down of top-heavy combinations, and it is doubtless sincerely hoped that a discussion of this matter may lead to better conditions in the future.

Which was replied to by a member of the American Hardware Manufacturers' Association, and a general discussion then ensued.

The Question Box was then opened, which also was subject to considerable discussion by members present.

Wednesday Evening

was devoted to a smoker in the dining room of the Kimball House from 8:30 to 12, which was tendered by the Reception Committee as complimentary to the delegates and visitors.

As we go to press at too early a date to give the continuation of the convention proceedings, we reserve the balance of our report for our next issue. Among the addresses to be delivered at a later date of which we have been favored with advance copies are the following:

INCREASED EXPENSE ACCOUNT AND HOW TO REDUCE IT.

Opening the discussion by H. L. Anderson, of the Anderson Hardware Company, Atlanta, Ga.

Mr. President and Gentlemen of the Southern Hardware Jobbers' Association—"Increased Expense Account and How to Reduce Them." It seems from the wording of my subject that they intend to have our expense account increase any way, and then try to devise some plan as to how it shall be reduced, rather than how to keep it from increasing; but as they have given me an expense account that has already increased, I shall try to find some plan to meet it; for if the business is well managed and the expense account has increased any way, it seems that

THE BEST THING TO DO IS TO LET THE EXPENSE ACCOUNT ALONE

and turn your attention to securing revenues to pay them with. If a concern has a note to meet, it does not try to shave the note or have it extended, but goes to work on delinquent debtors pushing them up, so as to have the funds on hand when the note becomes due. The fact that expense accounts will and do increase, should spur the jobbers to provide funds with which to meet them, and leave a nice surplus at the end of his fiscal year, despite increased expense accounts.

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We all realize the importance of turning away from staples, and turning to goods that pay a profit (if we expect that our fiscal year shall end with profits of the right side of our loss and gain account and in doing this it does not necessarily mean that we shall do an increased volume over the past year, but does often mean that it will be more profitable if we reduce it, as I dare say most of us are guilty of doing more business on our capital than we should.

Would it not be better for our interest accounts, if we sold $2,000 that paid a profit of 25 per cent, than $5,000 at 10 per cent. and 15 per cent? It certainly takes less to discount your bills, and should take less labor and insurance. Besides when your friend breaks in on you (you notice that I say friend) as the friend you have carried is most likely to lay down on you and cause you a loss. It is a fact that

THE HARDWARE JOBBERS ARE THE HARDEST WORKED PEOPLE IN TRADE

today, and we should have backbone enough to say that we will not waste the best years of our lives and earn only a living out of our business; but rather take the stand that *it is our right* and we *will* make our business earn at least 8 per cent. to 10 per cent. on the amount of business done, and not 8 per cent. to 10 per cent. on the amount of capital invested.

The only way we can do this is to stop the increase in staples and push goods that pay a profit. Look at any of the catalogue houses and you do not see staples pushed yet we as a class do push them, and even send our men out on salaries and traveling expenses to sell what? *profit paying goods?* no, staples. The staples in any business should not run over 10 to 15 per cent., and when they get to 20 per cent., it is time to call a halt and do so in no uncertain terms, both to your buyer as well as your traveling men, and we should see to it that the staples sold should pay as much profit as it takes to do the business, and it is a useless waste of time to attend these meetings, and then go home and say we cannot make our men get a profit. The fault is not with your men, but it is where it should and does belong, with the head of the house. If you gentlemen, will take this stand, you will not only have a profitable business, but will

FEEL LIKE NEW MEN WITH STRENGTH AND ENERGY

to carry on your success.

If you will pardon a personal illustration, one of our salesmen sent in an order for a certain line of goods at a cut price, and when I spoke to him about it his reply was that he did not cut the price, that the order was only submitted. I told him that we did did not even want him to submit a cut price. First, we did not want to be tempted, and besides if we allowed it once he would continue the practice. Too often we give our men a fixed price on Shelf Hardware, and allow them to fix their staple prices, or rather allow your competitor to do it for you, and in that case your competitor should and ought to make you sell them at cost. Give your men your own price on staples, and do not let others fix them; then you have put a stop to the increase in staples, and your Scovil Hoes, Nails, Barbed Wire, etc., will last longer and give you more time to think, and get up goods that will give you a just return on your business and capital.

It will pay every house here to check every price on orders sent in from your men on the road, and let your men know and understand that

GOODS SOLD AT A CUT PRICE WILL NOT BE ALLOWED TO PASS.

It may and will cause a row, but it will put money in your pocket, and you will soon reach the point that your price cutting will stop.

All of you will no doubt remember the time when freight rates were cut indiscriminately, but the heads of these roads got together, and said it must stop, and if it did not they would get men that would stop it, and it stopped. Our business is just as vital to us as the railroad man's.

Take the item of insurance. This has increased. The insurance men put up the price of insurance, they took the stand that insurance was too cheap. Let us take the stand that we are selling our goods too cheap, and see that we earn a better profit. Annually your men come to you and ask for an increase, and this has been going on for years. Yet we sit idly by and allow our expenses to increase without demanding and getting our share in increased profits, for clearly, gentlemen, if expenses increase profits ought to and should increase at the same ratio.

On the programme was a paper by Frank Guildener, of Sargent & Co., New York, on

"SUGGESTIONS TO THE BUYER FROM THE TRAVELING MAN"

which was as follows:

Mr. President, and Gentlemen of the Southern Jobbers' Hardware Association—I have been prevailed upon to make a short speech in regard to a Suggestion to the Buyer From a Traveling Man.

Now, gentlemen, I have requested all my friends to remain away from this meeting until I get through with what I have to say, this being my first attempt as an orator I was afraid some of my friends might fire something at my head in the shape of a flat iron.

Having traveled around this country for the past 30 years, and meeting with all kind of buyers, would say treat the traveling men kindly and always have a welcome hand for him.



FRANK GUILDENER.

Many times he being hundred miles from home, wife and children, providing the necessities of life down-hearted and low-spirited, he walks into a large Hardware house to see the buyer. The buyer often treats him as if he was a stranger, too busy to talk to him. Now, gentlemen, suppose he represents a large axe manufacturer who had plenty of axes on hand and could deliver them at once without any delay and his price was just $1 per dozen less than the big Axe Trust Parks Association; why, gentlemen, you would treat him with all the courtesy you know how. Some of you would offer him a "Robert Burns" cigar, some of you would take him to lunch and a few of you—only a few—would say, "Let's walk down the street and take a smile together." Therefore, treat the traveling men kindly and all alike, it does not matter whom he represents.

Then again he walks into a large Hardware house in the South to see the buyer. The first thing that meets his eyes is a large card on the door. This card reads: "Traveling Men's Reception Room." Oh! how his heart flutters—I mean the new traveling men, not the old ones; he imagines when he stands there reading this sign, that he is to see inside a large round table with five chairs all around it, and a box of cigars in the middle, when he enters he is disappointed. He sees another sign: "We object to the use of tobacco in the office in any form."

Then he has to sit down in this reception room and wait for hours for the buyer and often has fallen asleep. When he wakes up he says: "Oh my, won't I make that buyer pay for this if he buys anything from me." So I say get close to the

(*Continued on page 35*)

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AMERICAN HARDWARE MANUFACTURERS ASSOCIATION.

SIXTH CONVENTION.

OFFICERS.

President—Julius C. Birge, St. Louis, Mo., St. Louis Shovel Company.

Vice-Presidents—F. S. Kretsinger, Cleveland, O., American Fork & Hoe Co.: George W. Corbin, New Britain, Conn., Corbin Cabinet Lock Company; Henry B. Lupton, Pittsburg, Pa., Oliver Iron & Steel Company.

Secretary-Treasurer—F. D. Mitchell, Philadelphia, Pa., 572 Bourse Building.

Executive Committee—C. W. Asbury, Chairman, Philadelphia, Pa., Enterprise Mfg. Company; Robert Garland, Pittsburg, Pa., Garland Nut & Rivet Company; N. A. Gladding, Indianapolis, Ind., E. C. Atkins & Company; W. S. McKinney, Allegheny, Pa., McKinney Manufacturing Co.; George P. Hart, New Britain, Conn., The Stanley Works; Wm. M. Pratt, Greenfield, Mass., Goodell-Pratt Company; E. G. Buckwell, Cleveland, O., Cleveland Twist Drill Company; E. B. Pike, Pike, N. H., The Pike Mfg. Company.

Advisory Board, (Composed of former Presidents)—Fayette R. Plumb, Philadelphia, Pa., Fayette R. Plumb, Inc.;

Standing Committees.

Membership Committee—Edward Ingalls, Chairman, Newark, N. J., The Atha Tool Company; Geo. P. Hart, New Britain, Conn., The Stanley Works; Chalmers M. King, Allegheny, Pa., McKinney Manufacturing Co.; Fred. S. Merrick, New Brighton, Pa., Standard Horse Nail Company; Tom Almgill, Philadelphia, Pa., G. & H. Barnett Company; D. W. Simpson, Aurora, Ill., Wilcox Manufacturing Co.; Edward Kemp, Chicago, Ill., Wabash Screen Door Co.; E. G. Buckwell, Cleveland, O., Cleveland Twist Drill Co.; George H. Bishop, Lawrenceburg, Ind., George H. Bishop & Co.

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Sergeant-at-Arms—Chalmers M. King, Allegheny, Pa., McKinney Manufacturing Co.

Membership.

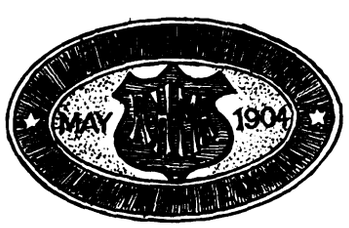
American Steel and Wire Co.....Chicago, Ill.
American Sheet and Tin Plate Co.....New York City.
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American Screw Co.....Providence, R. I.
American Stove Co.....St. Louis, Mo.
American Horse Shoe Co.....Phillipsburg, N. J.
American Cutlery Co.....Chicago, Ill.
The American Wringer Co.....New York City.
Alabama Steel and Wire Co.....Birmingham, Ala.
Ames Shovel and Tool Co.....Boston, Mass.
E. C. Atkins & Co.....Indianapolis, Ind.
The Atha Tool Co.....Newark, N. J.
The Avery Stamping Co.....Cleveland, O.
The Atlas Bolt and Screw Co.....Cleveland, O.
G. & H. Barnett Co.....Philadelphia, Pa.
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Bissell Carpet Sweeper Co.....Grand Rapids, Mich.
Belfont Iron Works Co.....Ironton, O.
The Berger Mfg. Co.....Canton, O.
The Billings & Spencer Co.....Hartford, Conn.
George H. Bishop & Co.....Lawrenceburg, Ind.
H. B. Black & Co.....Chester, Pa.
Boston and Lockport Block Co.....Boston, Mass.
The Bridgeport Chain Co.....Bridgeport, Conn.
The Bronson-Walton Co.....Cleveland, O.
The E. & G. Brooke Iron Co.....Birdsboro, Pa.
Bryden Horse Shoe Co.....Catasauqua, Pa.
Buffalo Bolt Co.....Buffalo, N. Y.
Buffalo Scale Co.....Buffalo, N. Y.
The Berbecker & Rowland Mfg Co.....Waterbury, Conn.
The Cincinnati Tool Co.....Cincinnati, O.
Carnegie Steel Co.....Pittsburg, Pa.
Cambria Steel Co.....Philadelphia, Pa.
Crucible Steel Co. of America.....Pittsburg, Pa.
John Chatillon & Sons.....New York City.
Henry Cheney Hammer Co.....Little Falls, N. Y.
Chicago Spring Butt Co.....Chicago, Ill.
Chisholm Steel Shovel Works.....Cleveland, O.
Cleveland Block Co.....Cleveland, O.
The Cleveland Hardware Co.....Cleveland, O.
Cleveland Stone Co.....Cleveland, O.
Cleveland Twist Drill Co.....Cleveland, O.
Cleveland Wire Spring Co.....Cleveland, O.
The Columbus Chain Co.....Columbus, O.
Columbian Hardware Co.....Cleveland, O.
Clinton Wire Cloth Co.....Clinton, Mass.
Clendenin Brothers.....Baltimore, Md.
The Challenge Cutlery Corporation.....Bridgeport, Conn.
The Clyde Cutlery Co.....Clyde, O.
P. & F. Corbin.....New Britain, Conn.
Corbin Cabinet Lock Co.....New Britain, Conn.
The Corbin Screw Corporation.....New Britain, Conn.
The Chapin-Stephens Co.....Pine Meadow, Conn.
The Cronk & Carrier Mfg. Co.....Elmira, N. Y.
Chicaga Hardware Co.....132 East Lake St., Chicago, Ill.
Thomas Devlin Mfg. Co.....Philadelphia, Pa.
The Deming Co.....Salem, O.
Dana & Company.....Cincinnati, O.
Davison Mfg. Co.....Brooklyn, N. Y.
The Daisy Mfg. Co.....Plymouth, Mich.
W. H. Davenport Fire Arms Co.....Norwich, Conn.
S. R. Droescher.....New York City.
N. R. Davis & Sons.....Assonet, Mass.
Diamond State Steel Co.....Wilmington, Del.
Eagle Lock Co.....New York City.
Enterprise Mfg. Co.....Philadelphia, Pa.
Evansville Tool Works.....Evansville, Ind.
E. T. Fraim.....Lancaster, Pa.
The Ferrosteel Co.....Cleveland, O.
Frictionless Metal Co.....Richmond, Va.
Garry Iron and Steel Co.....Cleveland, O.
Garland Nut and Rivet Co.....Pittsburg, Pa.
Graham Nut Co.....Pittsburg, Pa.
Goodell Company.....Antrim, N. H.
Goodell-Pratt Co.....Greenfield, Mass.
Grafton Stone Co.....Elyria, O.
The Griffin Mfg. Co.....Erie, Pa.
Harrington & Richardson Arms Co.....Worcester, Mass.
Hazel-Atlas Glass Co.....Wheeling, W. Va.
The Hamilton Rifle Co.....Plymouth, Mich.
Hart & Cooley Co.....New Britain, Conn.
The Hazard Powder Co.....Wilmington, Del.
Heller Brothers Co.....Newark, N. J.
Hero Fruit Jar Co.....Philadelphia, Pa.
Hubbard & Company.....Pittsburg, Pa.
The Holley Manufacturing Co.....Lakeville, Conn.
Hopkins & Allen Arms Co.....Norwich, Conn.
The Hurwood Mfg. Co.....Bridgeport, Conn.
Hussey-Binns Shovel Co.....Pittsburg, Pa.
International Cutlery Co.....Fremont, O.
The Irwin Auger Bit Co.....Wilmington, Ohio.
Iron City Tool Works, Ltd.....Pittsburg, Pa.
Iver Johnson's Arms and Cycle Works.....Fitchburg, Mass.
The Jeffrey Manufacturing Co.....Columbus, O.
Jones & Laughlin Steel Co.....Pittsburg, Pa.
Kelly Axe Mfg. Co.....Alexandria, Ind.
The Kelly Nail and Iron Co.....Ironton, O.
The Keystone Mfg. Co.....Buffalo, N. Y.
The Kilbourne & Jacobs Mfg. Co.....Columbus, O.
The Kirk-Latty Mfg. Co.....Cleveland, O.
The Klein-Logan Co.....Pittsburg, Pa.
Lake Erie Iron Co.....Cleveland, O.
Lamson & Goodnow Mfg. Co.....Shelburne Falls, Mass.
The Lamson & Sessions Co.....Cleveland, O.
Landers, Frary & Clark.....New Britain, Conn.
Lack Singletree Co.....Paducah, Ky.
M. Lanz & Sons.....Pittsburg, Pa.
A. Leschen & Sons Rope Co.....St. Louis, Mo.
Lovell Manufacturing Co.....Erie, Pa.
Ludlow-Saylor Wire Co.....St. Louis, Mo.
The Lufkin Rule Co.....Saginaw, Mich.
The Lukenheimer Company.....Cincinnati, O.
Mann Edge Tool Co.....Lewistown, Pa.
Macbeth-Evans Glass Co.....Pittsburg, Pa.
McCaffrey File Co.....Philadelphia, Pa.
The David Maydole Hammer Co.....Norwich, N. Y.
H. H. Mayhew Co.....Shelburne Falls, Mass.
Mayer & Company.....Philadelphia, Pa.
McKinney Mfg. Co.....Allegheny, Pa.
Mack & Company.....Rochester, N. Y.
Meriden Cutlery Co.....Meriden, Conn.
The Fred. J. Meyers Mfg. Co.....Hamilton, O.
Miller Lock Co.....Philadelphia, Pa.
Millers Falls Co.....New York City.
Charles Morrill.....New York City.
National-Acme Mfg. Co.....Cleveland, O.

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National Sewing Machine Co.....Belvidere, Ill.
National Sweeper Co.....Marion, Ind.
National Screw and Tack Co.....Cleveland, O.
Never Slip Mfg. Co.....New Brunswick, N. J.
New Jersey Wire Cloth Co.....Trenton, N. J.
Nicholson File Co.....Providence, R. I.
Nixdorff-Krein Mfg. Co.....St. Louis, Mo.
North Brothers Mfg. Co.....Philadelphia, Pa.
North & Judd Mfg. Co.....New Britain, Conn.
Norton Tool Co.....Cleveland, O.
Ohio Tool Co.....Columbus, O.
Owasso Mfg. Co.....Owasso, Mich.
Oliver Iron and Steel Co.....Pittsburg, Pa.
Oneida Community, Ltd.....Kenwood, N. Y.
The Charles Parker Co.....Meriden, Conn.
The Peters Cartridge Co.....Cincinnati, O.
The Pike Mfg. Co.....Pike, N. H.
J. C. Pearson Co.....Boston, Mass.
Pullman Mfg. Co.....Rochester, N. Y.
Pittsburg Steel Co.....Pittsburg, Pa.
Pittsburg Screw and Bolt Co.....Pittsburg, Pa.
Fayette R. Plumb, Inc.....Philadelphia, Pa.
Pope Tin Plate Co.....Pittsburg, Pa.
Reed & Prince Mfg. Co.....Worcester, Mass.
Reading Hardware Co.....Reading, Pa.
Republic Iron and Steel Co.....Chicago, Ill.
Reynolds Wire Co.....Dixon, Ill.
Romer Axe Company.....Dunkirk, N. Y.
Rome Manufacturing Co.....Rome, N. Y.
O. P. Schriver & Co.....Cincinnati, O.
Sharon Steel Hoop Co.....Sharon, Pa.
Simonds Manufacturing Co.....Fitchburg, Mass.
Standard Chain Co.....Pittsburg, Pa.
Standard Horse Nail Co.....New Brighton, Pa.
Standard Horse Shoe Co.....Boston, Mass.
Stanley Rule and Level Co.....New Britain, Conn.
The Stanley Works.....New Britain, Conn.
Sandusky Tool Co.....Sandusky, O.
J. Stevens Arms and Tool Co.....Chicopee Falls, Mass.
St. Louis Shovel Co.....St. Louis, Mo.
Safety Door Hanger Co.....Ashland, O.
The Wm. Schollhorn Co.....New Haven, Conn.
Toledo Metal Wheel Co.....Toledo, O.
The Tobin Arms Mfg. Co.....Norwich, Conn.
C. C. & E. P. Townsend.....New Brighton, Pa.
Troy Nickel Works.....Albany, N. Y.
Tubular Rivet and Stud Co.....Boston, Mass.
Tucker & Dorsey Mfg. Co.....Indianapolis, Ind.
U. S. Hame Co.....Buffalo, N. Y.
The Upson Nut Co.....Cleveland, O.
The Van Wagoner Co.....Cleveland, O.
Wm. Vogel & Bros.....Brooklyn, N. Y.
Wallingford Mfg. Co.....Wallingford, Vt.
Wabash Screen Door Co.....Chicago, Ill.
Warren Axe and Tool Co.....Warren, Pa.
J. D. Warren Manufacturing Co.....Chicago, Ill.
Wadsworth-Howland Co.....Chicago, Ill.
Warwood Tool Co.....Wheeling, W. Va.
L. & I. J. White Co.....Buffalo, N. Y.
Wilcox Manufacturing Co.....Aurora, Ill.
White Mountain Freezer Co.....Nashua, N. H.
Youngstown Iron and Steel Roofing Co.....Youngstown, O.

SIXTH CONVENTION.

The sixth convention of the American Hardware Manufacturers' Association was held at Atlanta, Ga., on the same dates at the convention of the Southern Hardware Jobbers' Association to which these proceedings were held in conjunction. The headquarters of the Association were at Hotel Piedmont.



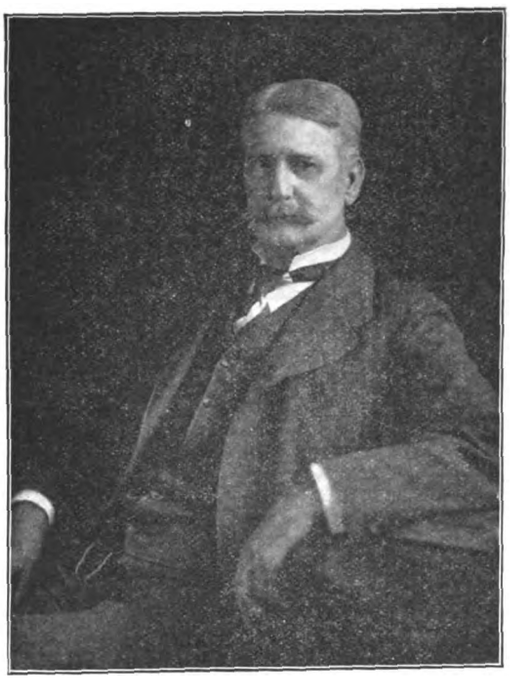
Wednesday Morning Session.

The formal opening session of the convention was an Executive one, open to members only, and which was opened by roll call, after which the president, J. C. Birge, delivered his annual address as follows:

PRESIDENT'S ANNUAL ADDRESS.

To the Members of the American Hardware Manufacturers' Association, Gentlemen:

At our last meeting, which was held at Atlantic City, many matters of importance were presented and considered, a review of which was subsequently mailed to all members, therefore reference to these matters at the present time would seem unnecessary.



J. C. BIRGE, PRESIDENT.

We come together today with the hope that our present session may be pleasant and profitable. While the Executive Committee has outlined some matters of a general nature, having reference to National legislation and which you may deem it proper to consider briefly, nevertheless, we have endeavored to make clear their wish that members take the initiative in the introduction of new business.



HENRY B. LUPTON, VICE-PRESIDENT.

It is the judgment of your committee that our

DELIBERATIONS SHOULD BE CHIEFLY EXECUTIVE,

that each may feel inclined to speak with freedom from a business standpoint. So far as our regular work is concerned, we have no prepared papers, nor pre-appointed speakers. For this occasion we must rely upon an open parliament. When it is found that they have nothing to say concerning the business which is before the meeting, or have no new business to present, a motion to adjourn will certainly be in order.

Before proceeding with any reference to the matters which may be introduced, it seems proper to pause one moment at the threshold of our convention.

Since our last meeting, death has removed from our membership, Henry William Oliver, Chairman of the Board of Directors of the Oliver Iron & Steel Co. While the well-

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known organization of which he was the presiding officer has generally been represented in our councils by another able officer, nevertheless, his personality has been manifested in the generous policy and able representation, which the company has enjoyed. Mr. Oliver's sphere of influence was not confined even to the great organization, which bears his name. He was an inventor and a constructor. His directing hand was seen in the building of railroads, in the development of important mining and other material interests of our country, and always on a broad and beneficient scale.

He was prominent in the affairs of city, State and nation. He represented that type of men who produce and create values as distinguished from those whose profit is the re-



F. D. MITCHELL, SECRETARY-TREASURER.

sult of a loss to others. When such men fall, it is like the fall of a Giant Oak by the wayside, whose spreading branches and verdant foliage have sheltered the multitudes who have found rest and refreshment at its feet.

The career of Mr. Oliver affords a fitting text for what is doubtless the most important question which now confronts the manufacturer, and all other men who as principals or subordinates are laboring in any capacity. I refer to the labor situation. Your Board authorizes me to offer it as worthy of consideration.

Mr. Oliver was born in Ireland in comparative poverty. Coming to America as a child, he began at the bottom of the ladder to make his own way into the world, recognizing the bountiful opportunities which this productive country, far above any other land, affords for an intelligent, honorable, industrious man.

Whatever may be the assertions of many demagogues, the greater number of which are non-producers,

THE MANUFACTURERS ARE THE BEST FRIENDS WHICH THE WORKINGMAN HAS TODAY.

Every successful manufacturer is a hard workingman, and the greater number of you began your career as laborers in some humble department. The manufacturer knows the laborer's troubles, and more than any other man, knows that the only avenue to success and prosperity is through steady every-day industry and perseverance. The success and contentment of manufacturer and employee are linked together. The decline or fall of the manufacturer is the employee's misfortune.

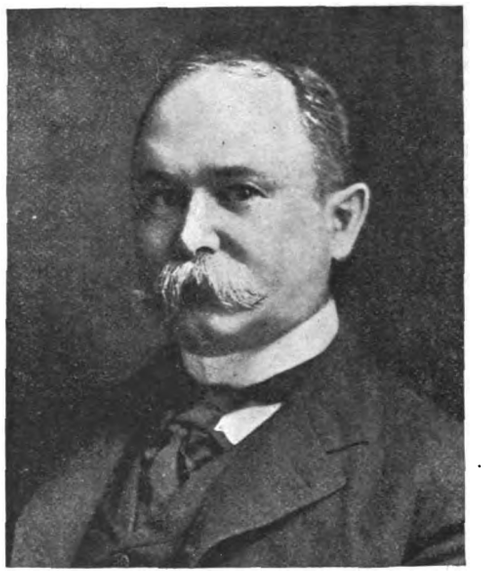
There are unpatriotic men, who, knowing little of the dignity of labor, but who under the pretext of elevating labor, without laboring for themselves, would drive the fatal dart into the industries of the country; would take from the laborer every opportunity for his own development above mediocre, by limiting his productiveness, removing every incentive to his highest success by making promotion impossible, and depriving him of freedom to pursue such a vocation as he might choose, or for which he might be fitted, the avenues for learning many of the trades being closed, except to the few. The leaders being chiefly foreigners, our American boys are almost precluded from admission to the trades.

But few artisans in these days, and for well-known reasons are enabled to become trained in the all-round duties of management. In some cases it is a punishable crime for a workman to do the slightest service not in the line of his narrow trade.

THIS CONDITION DOES NOT DEVELOP BROAD AND UNSELFISH MEN.

In short, the free all-round handicraft of the workman of 40 years ago is a thing of the past.

We recognize the mutual dependence of employer and employee. We know that wrongs have existed and always will exist, but conditions are being established which destroy the



FAYETTE R. PLUMB, OF ADVISORY BOARD.

productiveness of American industries, crippling them in their power to continue in foreign trade. If continued long, it will leave the manufacturer to be the slaves of politicians and socialists, and leave the much greater body of men who would work, to be helpless, sinking into idleness, many to become paupers and criminals.

Without referring further to the general labor situation with which you all are familiar, it seems proper to refer to two bills which have been introduced in our house of Congress, and which seem worthy of consideration. First, the so-called Grosvenor bill, introduced Dec. 10th, 1903, entitled "a bill to limit the meaning of the word 'conspiracy' and the use of restraining orders and injunctions" in certain cases, the scope of which you well understand. Action on this bill is postponed until next December, as the result of the arguments of employer addressed to the House Judiciary Committee.

Another bill is the so-called 8-hour bill, introduced by Mr. Hitt, which may have a bearing on the freedom of any manufacturer who produces any materials for the use of the government. It restricts the right of men so employed to work more than 8 hours per day, even in emergencies. The bill, if passed, would doubtless be followed by similar State legislation, applying to all work. The question involved would seem to be not so much the number of hours which from health, educational or moral considerations the average man should work in a day, but it denies the right to any man to do so, even in those emergencies, calling upon special effort, a condition which frequently exists in the personal experience of every employer, who, through effort, has adapted himself in his hours of labor to existing conditions. The farmer, manufacturer and professional man, whose labors are frequently at times very exacting, though not embraced within the scope of this bill, do indicate what active men of those types are compelled to do by virtue of necessity, and through their ambition to succeed. The 8-hour bill has been referred to the department of labor for an official report on its possible effects, and will come up again next Winter, and if interested in the bill, we should afford the department all information possible. Some suggestions as to what information might be of value are given in our recent circular to the members.

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In the circulars which have been sent to you, reference has been made to our Bureau of Forestry and the National Irrigation act. The American market having been found to be the most desirable field for placing the output of America's products, it would appear to be a wise course for our National Government to carry into effect a permanent policy, through which the remaining

PUBLIC LANDS SHOULD BE DISPOSED OF TO NONE BUT ACTUAL SETTLERS

and home builders on such lands. Further, that the waters of the streams in the semi-arid States and Territories, which are now running to waste, or in an unsystematic manner are being but partially used, should hereafter be directed through the comprehensive irrigation works, contemplated by the National Irrigation act. These Irrigation systems, if built by the National Government as rapidly as actual settlers will take up the land in small tracts will doubtless repay the government for the cost of the works, and add to our productive population many thrifty, rural communities, much needed in America and in some degree remove occasion for idleness. These people would become large producers and consumers of our manufactured products, because many of the so-called arid lands of our country are as fertile as the valley of the Nile. Further, the supply of timber of various kinds is a matter of vital concern to the manufacturing interests of this country, not alone because of its use in the production of many of our goods, but because the existence of timber is all there is that gives value to the axe, the saw or chisel and many other articles which you produce, but it directly or indirectly enters into the economics of life in innumerable ways from the wood pulp, which is the foundation of our morning papers, the material which to some extent enters in many of your products to the tooth-pick and matches which supply a lesser demand. In your generation most of the mighty forests which once covered some of our Northern States sources of incalculable wealth have been leveled by the axe and saw. Fires have destroyed vast areas of priceless timber, not sparing the younger growth and have left behind them unsightly deserts of blackened stumps, sable monuments of American improvidence and vandalism. Little is being done to provide for coming needs. We have drawn upon our National account of timber and have made no deposits. It seems as if we should approve and urge the carrying out of the recommendation of the President of the United States concerning the Bureau of Forestry now organized in the agricultural department and in the future use our influence vigorously for better conditions.

Our Association at its annual convention in New Orleans in 1902 in joint session with the National Association, adopted resolutions bearing upon these questions. President Roosevelt and Secretary of Agriculture Wilson have indicated by their reports the importance of these measures. The opposition to the carrying out of these plans seems to arise from the influence of some strong organizations, which seek to control lands bordering on streams, also the sources of water supply.

Many of our prominent members have from time to time urged attention to the increasing use by jobbers of special brands, which it is claimed involve some added cost and inconvenience to the manufacturers and loss of prestige, especially on goods of the better qualities. The extra cost and inconvenience appears to be greater on the smaller or rush orders. While the manufacturer may not wish directly to reach the consumer, nevertheless, it is urged that the manufacturer on his choicest products loses his individuality and the consumer who knew him once, soon knows him no more. The Executive Committee has offered no recommendations on this matter, recognizing the position of the jobbers, but the question may be considered if it is the wish of the convention.

On the other hand, there is a class of merchants well known as catalogue houses who do sell manufacturers' brands of goods very largely, but who, it is stated, are interfering very materially with the trade of our customers, the jobbers, and with the retailers, with whom our relations should be friendly.

At a meeting of a few members of our committee in March last, the question of catalogue houses was presented for consideration, but was believed too difficult for us to handle. Somewhat later a vigorous communication, written by an eminent jobber, Mr. Norvell, of St. Louis, appeared in the *Iron Age* and almost simultaneously some other jobbers of prominence gave the matter considerable attention. Believing that it would be your desire, and on instruction of our Executive Committee I was authorized to invite E. C. Simmens, president of the Simmons Hardware Co., of St. Louis, and Wm. R. Belknap, president of the Belknap Hardware & Manufacturing Co., of Louisville, Ky., to become our guests and present any matter of interest which they desired to introduce. This seemed especially fitting, as Mr. Norvell has been invited to present his subject to the Southern Jobbers.

It is a great honor and pleasure to have in attendance at this convention

THE HIGHEST OFFICIAL REPRESENTATIVE OF THESE THREE GREAT HOUSES,

and that it is with the approval and concurrence of the officers of the Southern Hardware Jobbers' Association. Mr. Bogardus, the honored president of the Retail Hardware Association, is also a guest. There are two or three other large houses not represented in either of the National Jobbing Associations of our country, and are quite sure that it would be your pleasure on some future occasion to receive them and listen to any words of suggestion which they may offer for our mutual advantage.

While

THE QUESTION OF CATALOGUE HOUSES AT THE PRESENT TIME

seems to be quite prominent with the jobbers and retailers, it may not be one upon which definite unanimous action can be taken without further deliberation than can be given to it at this brief session. The claim by a prominent journal that the mail order business in one city amounts to $50,000,000 annually demonstrates that the problem is not a simple one. Nevertheless the information and suggestions that these able gentlemen will give us will certainly be educating, and will be received in the kind spirit in which they are sure to be given.

Previous to the adjournment of this morning's session, it may be well to make some definite arrangements with reference to a more correct organization of the various committees under the classification of lives of manufacture as provided at Atlantic City.

The arrangement of lists which have been sent out by our secretary was simply tentative. The chairman of the Executive Committee is respectfully asked, if possible, to plan meetings for the more complete and more proper organization of these committees, and it would seem possible to do this at a time which will not deprive our members of the privilege of attending the joint meetings with the Hardware jobbers.

Then followed the reports of the secretary-treasurer and the Executive, Membership and Grievance Committees in regular order. Other matters of an executive character were given close attention.

The programme for Wednesday afternoon, which was arranged for the Southern Jobbers' Convention, was accepted for a joint meeting by the Manufacturers' Association, and as will be noted by reference to report of the Jobbers' meeting embodied in the proceedings, the reading of a number of papers in which both conventions were deeply interested. The proceedings to a considerable extent were of a purely executive character, and were freely discussed by members of both conventions in a very harmonious and fraternal manner—when in joint assembly.

AGRICULTURAL EXPOSITION IN RUSSIA.

According to Les Annales Diplomatiques et Consulaires, Paris, February 10, 1904, an agricultural exposition is to be held in Kief, Russia, during August and September, 1904. It is to have an industrial department or division for the exhibition of machines for refineries, distilleries, breweries, soap factories, brick kilns, starch factories, factories for making farinaceous foods, and another division for industries that aid agriculture; rope walks, tanneries, factories for extracting vegetable and mineral oils, glue and paste mills, etc. Agricultural machines, seeds, and everything pertaining to agriculture will be admitted free. The exposition is under the direction of the Agricultural Society of Kief.

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NEW GOODS AND SPECIALTIES.

THE "FOUR LEAF CLOVER" CREAM SEPARATOR.

The Plymouth Manufacturing Co., Plymouth, Ohio, are the manufacturers of the Four Leaf Clover Cream Separator of which we give an illustration. On account of its novel and original features, it is claimed to possess a number of advantages springing from its unique construction that should claim the attention of those handling this salable line of specialties, among which may be mentioned:

Owing to the peculiar construction of the milk receptacle, it is surrounded by water in such a manner as to divide the milk



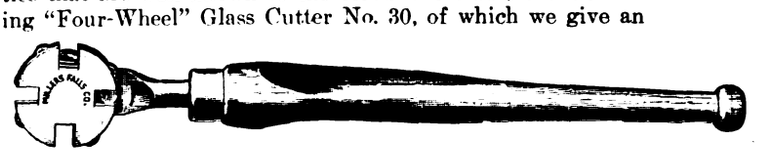
THE "FOUR-LEAF CLOVER" CREAM SEPARATOR.

up into practically four parts. At no point is the milk over 2¼ *inches from the water.* This secures the greatest possible cooling surface and the quickest cooling conditions. There is a large water space *under* the milk as well as at the sides; thus the cream is started from the *bottom.* The inner can or milk receptacle is almost instantly removable by simply unscrewing the milk faucet, thus securing ease in cleansing and airing. It has no rubber gaskets to risk tainting the milk. It needs no water in the winter time; cold air answering the same purpose, by leaving the water faucet open. It has a cold air space over the whole can through which a direct draft carries out all odors and impurities in the milk through the ventilator on top. It has an improved milk faucet which can be instantly locked so that children cannot turn it.

It is manufactured from the best material possible and is decorated with a design of taste that makes it an excellent seller.

REVOLVING FOUR-WHEEL GLASS CUTTER

Millers Falls Company, Millers Falls, Conn., and 26 Warren Street, New York, have added to a large line of specialties that are well known to the Hardware trade, the Revolving "Four-Wheel" Glass Cutter No. 30, of which we give an

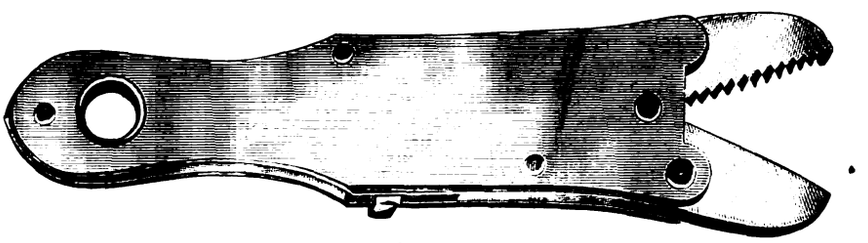


REVOLVING FOUR-WHEEL GLASS CUTTER.

illustration. As indicated by the cut herewith, this tool is provided with four cutters set in a revolving head. This head is hung on a pivot which in its construction is made stationary by a milled edge thumb nut at the points where the cutters are in proper position for work. The milled slots in the circular head are for the purpose of breaking the glass, when the cutting has been accomplished. The handle of the tool is cocobola wood, and the general appearance of the cutter is a very attractive one.

CRONK'S ADJUSTABLE ALLIGATOR WRENCH.

The Cronk & Carrier Manufacturing Company, Elmira, N. Y., are the manufacturers of some of the best selling novelties in the class of Hardware Sundries, sold by the trade. Among these, the illustration below shows a patented Adjustable Alligator Wrench which gains popularity wherever introduced. The distinguishing feature of this wrench is the device by which is effected an instantaneous adjustment, which may be accomplished by simply moving the mechanism with thumb or finger. It is made in three sizes, 6, 8 and 10-



CRONK'S ADJUSTABLE ALLIGATOR WRENCH.

inch, opening respectively ½ to 1 inch, ½ to 1½ inch and ½ to 1½ inches. It is quite attractive in appearance, the surfaces being polished and nickeled.

THE ALPINE WATER COOLER.

Manning, Bowman & Co., Meriden, Conn., are the manufacturers of the Alpine Water Cooler now being placed on the market, which is made in two sizes, and is especially designed for use in the home or office. It is constructed with a crystal glass water reservoir, porcelain lined cold water reservoir and separate ice chamber. It is so constructed that the ice cannot come in contact with the water. The outer shell is double walled and packed with a non-heat conducting ma-



THE ALPINE WATER COOLER.

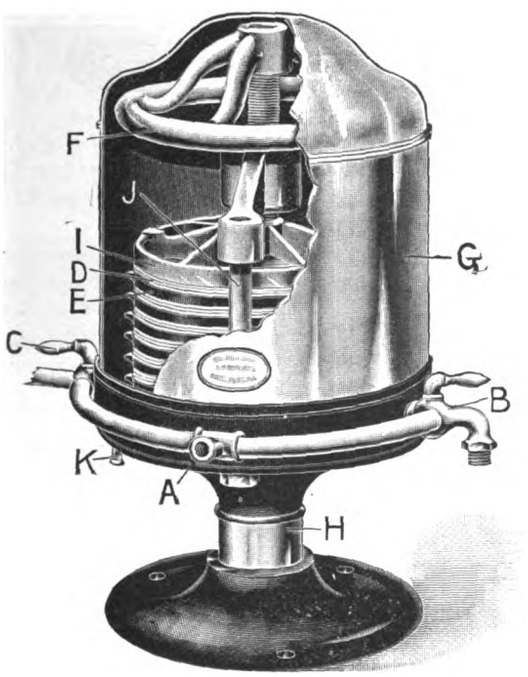
terial which will keep ice for a much longer time than ordinary water coolers. The finish is nickel plate or silver plate. The quality in every case is guaranteed. When necessary, the opening in glass reservoir may be partially stopped with a cork containing a small hole through the center, or can be used without a cork. When the water is drawn from the faucet (causing the water in cold reservoir to be lowered), it immediately refills with water from glass reservoir, and there-

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fore is automatically kept full until all the water in glass reservoir is used. They are made in two sizes, 5 and 8 quarts. The capacity given includes the contents of both the reservoirs.

THE NAIAD FILTER NO. 6.

The Naiad Filter Co., Boston, Mass., are manufacturing a germ-proof Filter under this name, which is adapted to situations where a large amount of highly refined water is regularly required, or where a large amount is required at particular seasons and only a moderate amount at other times. These Filters, it is claimed, are not mere strainers, but are positive purifiers. The piping is of non-corroding metal, and

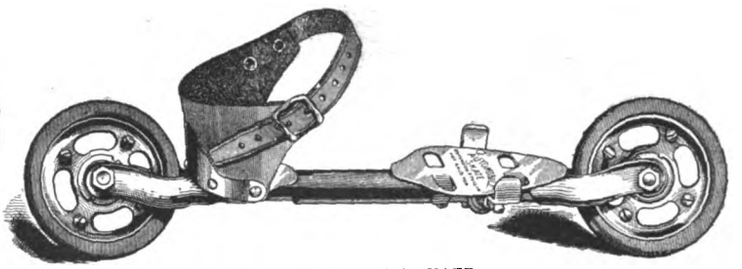


THE NAIAD FILTER NO. 6.

the filtering chambers are of vulcanite, or hard rubber; there is consequently no possible metallic contamination of the water while undergoing filteration. Where there is a large amount of suspended matter in the water, an automatic cleaning device is provided, which effectively restores the filter to action when prematurely clogged. Its large capacity is due, not to the employment of a medium through which the water courses as through a sieve, (it uses the regular six-inch Naiad Tablet), but to the presentation of a large filtering surface. This large filtering surface is obtained by combining in a single press sets of Tablets, each having all the functions of an independent filter. By the simple operation of increasing or diminishing the number of these sets, the capacity of the filter is modified to suit the requirements. The No. 6, like all the Naiad filters, is constructed in full recognition of what is now a cardinal principle in scientific filtration, viz., that the filtering medium, whatever its nature, must admit of frequent renewal—not superficial scouring—but absolute renewal, to be effective and safe. In the No. 6, as in the other forms of the Naiad Filters, this can be effected with ease, in the briefest possible time, and at a trifling cost. With every shift of Tablets there is practically a new filter, as safe and efficient as the day it was installed.

AUTOMOBILE CYCLE SKATE.

The Cycle Skate and Sporting Goods Company, 123 Liberty Street, New York, are placing upon the market the automobile ball bearing skate of which we present an illustration. It is made of materials that are strong and yet light in weight, many of the parts being stamped from sheet steel. It is capable of being adjusted to various lengths from 10 to 12 inches inclusive, its length over all being equal to that of many ice racing or hockey skates—18 inches. Various parts of the tubing are reinforced where extra strains occur in order to give a homogeneous strength. An important feature of this construction is the make-up of the wheels, which have well-made solid rubber tires, with inner lugs through which pass the four screws with hexagon nuts to clamp the two flanged centers carrying the ball-bearing cones and cups, in which are used high-grade steel balls. The rubber tires are 3x4 inches outside diameter, and made by one of the best-known rubber companies. The skate can be used equally well for sidewalk, asphalt or rink skating and touring along country

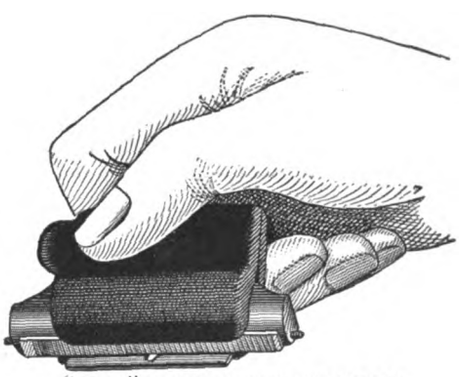


AUTOMOBILE CYCLE SKATE.

roads. The company state that a record of a mile in two minutes and 50 seconds has been made with this skate. All the metal parts are polished and nickel plated. The company also make a similar skate for boys and girls, with flat steel extension plate which is quickly adjustable to different sized feet, this feature being comparatively new. The skate with rigid foot plate has been on the market for some time.

"ACME" LAWN MOWER SHARPENER.

A. E. Faber, Jr., Plainfield, N. J., is the manufacturer of the Acme Lawn Mower Sharpener, of which we present an illustration, which cleverly depicts its appearance, portability

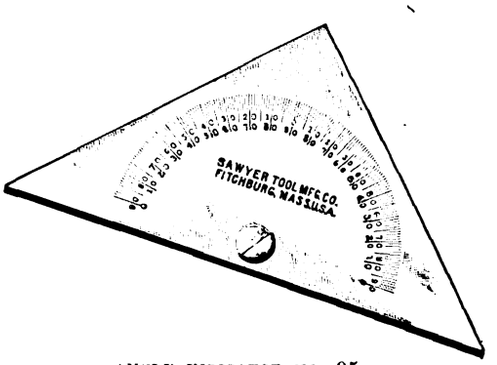


"ACME" LAWN MOWER SHARPENER.

and utility. It is very simply constructed, and by the use of a file, which forms part of its equipment, it requires but a few minutes to put a Mower in perfect order, without the necessity of taking the Mower apart to accomplish the result. The work may be done on the lawn, no machine shop being essential to its success. It can be made very useful for such household purposes as sharpening scissors, knives or skates with equal facility.

SAWYER TOOL MFG. CO.'S SPECIALTIES.

The Sawyer Tool Mfg. Co., Fitchburg, Mass., are the manufacturers of a number of useful tools which form the con-



ANGLE INDICATOR NO. 95.

tents of their latest catalogue, one of which, the Angle Indicator, No. 95, we give an illustration herewith. This tool is

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made from a steel plate by especially constructed and perfected machinery. It is designed to be used in connection with a rule or any bevel, although the Sawyer Universal Bevel No. 90 is recommended. By its aid one can quickly and accurately transfer any angle within the scope of the tool. The edges are ground to 45 degrees and 90 degrees, which

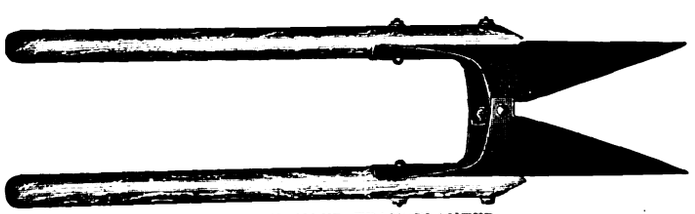


SAWYER STEEL CLAMP NO. 12.

gives to the tool the additional value of a square and mitre. We also give an illustration of the Sawyer Steel Clamp No. 12. These clamps are made from steel and case hardened. They are rigidly strong where strength is requisite, and are built with a view to constant and continued use. The screws have a ball and socket bearing upon the jaws, which eliminates all unnecessary strain from the threads. They are made in three sizes, 2, 3 and 4-inch length of jaws, with opening of 1¼, 2 and 2¾ inches respectively.

THE KOHLER TRANSPLANTER.

A new Transplanter is being placed before the Hardware trade by F. E. Kohler & Co., Canton, Ohio, which has proved quite a popular addition to their line of tools of this character. This transplanting tool which is shown in the accompanying cut is so constructed that when the handles are spread the blades form a closed pocket, from which no earth can

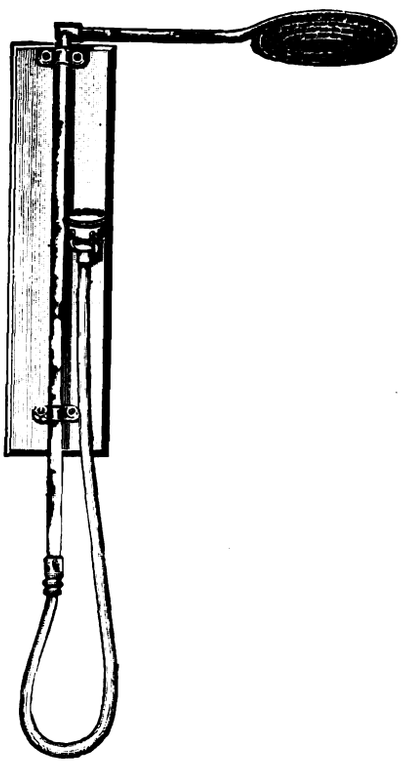


THE KOHLER TRANSPLANTER.

escape, no matter how sandy, so that all the soil about the roots is retained. The tool is provided with stops at the hinged joints, so that the handles cannot close beyond the vertical position shown in the illustration, avoiding all danger of injuring the tops of the plants. The tool measures over all, 22½ inches, with the points of the blades 4¼ inches apart, and weighs 2½ pounds.

STERNAU'S NEW BATH SHOWER.

S. Sternau & Co., 204 Church Street, New York, who are large manufacturers of toilet and bath room accessories, are placing upon the market a new and popular device, of which we give an illustration, to be used in connection with an ordinary bath which, being quite moderate in price, had been welcomed by the trade. The apparatus consists of an upright pipe with straps to attach it to the wall of the bathroom. This pipe, at the proper height, bends upwards and is curled around in several concentric coils. The lower side of these coils is pierced to divide the water into the necessary thin streams. At the lower end connection is made with the faucet by means of a rubber tube terminating in the well-known Sternau Holdfast combination metal and rubber bulb that can be attached to any faucet or detached when not in use. The metal parts are made of brass tubing nickel plated to make the apparatus more complete. It may be had with one Holdfast bulb or two Siamese to the rubber tube for use in connection with bath tubs having the old-fashioned double faucet feed for hot and cold water.



STERNAU'S NEW BATH SHOWER.

It is claimed the new apparatus does away with all the disadvantages complained of in the case of detachable shower contrivances which must be held above the head. The new arrangement leaves the hands free, and is but little more costly than the movable showers. Each shower is packed separately in a very attractive box for display purposes.

THE NIAGARA COMBINED PICKET PIN AND SWIVEL



The Metal Stamping Company, Niagara Falls, N. Y., are placing on the market a useful device under the above title, which deserves a ready sale. The Picket Pin is made stiff and strong, and yet exceedingly light, considering its strength. It makes a perfect turn, the swivel being an excellent one and connected by a practical hinge joint. The mode of construction is such all parts work with great freedom, and cannot rust tight or get out of working order. The pin readily penetrates all ordinary soils by hand alone, requiring no mallet. It enters the ground clear to the swivel, leaving nothing visible to impede the freedom of adjustment, or for rope, lariat or chain to wind around. It is claimed no other pin has so firm a hold on the soil, for no matter which way the animal pulls it presents a broad surface to the ground, and even in soft soil will stick and hold fast. In pulling out, the swivel turns straight up, in which position the pin may be readily drawn out.

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J. STEVENS ARMS & TOOL CO.'S NEW CATALOGUE.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., have just published their latest catalogue No. 51, which consists of a pamphlet of 136 pages, handsomely gotten up and chock full of information in regard to the many new additions to their line since issuing the catalogue which this supercedes. This latest book of reference to their complete line of firearms and accessories will be received by their patrons with unqualified approval of the manner of arrangement of contents and the text of same. The catalogue embodies all the recent notable additions to their extensive line of firearms and accessories in Single and Double Barrel Hammer and Hammerless Shot Gun styles, including the popular Stevens "Little Krag" No. 65 in which a slight change has recently been made in construction, which eliminates the self-locking feature, believing it had a tendency to make the rifle dangerous. The rifle now is cocked by drawing back the hammer, which is made with a large knurled head; when the rifle is cocked it is locked so that it is impossible to open it until the hammer falls or is let down. They are now supplying this rifle with rear peep or open rear, and open front sights, although rear peep and open front sights are regular, and will



be supplied unless otherwise ordered. We give an idea of the handsome appearance of this catalogue by reproducing the attractive cover designs which, on the catalogue, are in five colors. The front cover design is from a painting by that famous sportsman artist, A. B. Frost, of New York City, whose spirited hunting scene, exemplifying high art, is a tribute to the enterprise of the Stevens Company in securing such a fine specimen of this celebrated artist's excellent work. This exceedingly attractive catalogue will be forwarded by mail to any of our readers who will enclose four cents to pay for postage, and will mention HARDWARE when requesting the same.

SAWYER TOOL MANUFACTURING COMPANY.

Sawyer Tool Manufacturing Company, Fitchburg, Mass., an illustrated price list exploiting their line of fine tools and Hardware specialties, which prices supercede all previous editions. In this, their catalogue "G", they state that one of the most difficult things which they have accomplished is the matter of properly hardening square blades and rules. This has passed the experimental stage now with them, and they are today producing only hardened and tempered work in this line. Several new tools of exceptional merit are to be found in their catalogue and all goods are well illustrated, giving dimension and prices. Included in the contents are a variety of gauges, levels, inside micrometers, punches, rules, screw drivers, straight edges, squares, etc., etc. The Company make the following guarantee on each tool of their manufacture: "We warrant this tool to be accurate. Any tool made by us, found to be defective, will be cheerfully replaced upon receipt of the same at our factory."

LANCASTER MACHINE & KNIFE WORKS.

Lancaster Machine & Knife Works, Lancaster, N. Y., are the authors of a neat publication being their 1904 price list and catalogue No. 14. It is well printed on coated paper and presents a very fine appearance. They have added to their already extensive line, a full line of the old popular Barber pattern ratchet brace, and claim to be able at the present time to offer the trade as complete a line of braces as has ever been placed on the American market. Owing to increased demand for their tools, they have made extensive additions to their factory. Describing their Lancaster ratchets they claim the following points of superiority: the sweep is made from finished cold drawn steel; the sweep on the 6 and 8 inch brace is made of 7-16 inch round steel, on the 10 and 12 inch of 15-32 inch, and on the 14 inch is $\frac{1}{2}$ inch in diameter; the chuck has a hardened steel washer between the sockets; the jaws bring the bit to an exact center and are not depended upon to hold the tool entirely as the interior of the socket is so constructed as to securely hold all sizes of bits, thus giving a perfect center and extra strength. They also claim that the quality of material, workmanship and beauty of finish is unsurpassed.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Attachment—Bank Account May Be Reached.

QUESTION: A certain New Jersey corporation having an office in New York City is indebted to me in the sum of $1,000, which they refuse to pay. The claim arises from their failure to perform a contract, by which failure I lost $1,000. I have recently discovered that they have a considerable sum of money on deposit in one of the banks of this city, and should like to know whether I can attach this money in the bank, or how I can reach it.

REPLY: An attachment can only be obtained in certain cases. One of these instances is where the plaintiff demands judgment for a sum of money only upon a contract, express or implied, other than a breach of contract to marry. Your action would fall within the class of cases indicated. Our statute, however, places many other restrictions upon the obtaining of an attachment. An attachment can be obtained against a non-resident of the State or a foreign corporation upon the ground of non-residence, and certain other grounds are specified by statute. If, therefore, you are a resident of the State and your debtor is a foreign corporation you would be entitled to an attachment on the cause of action described, and if obtained you would be able to reach the defendant's money in the bank. If, however, the attachment was set aside for some technical fault in the papers you could not hold the money in the bank. The law affecting attachments is extremely difficult and technical, and the utmost care must be taken by the attorney in the preparation of his papers. Probably at least half of the attachments obtained in this State are set aside upon legal technicalities.

Principal Responsible for Acts of Agents.

QUESTION: An agent for a large retail house, and who has been buying goods from me for this house for some years, came to me and, while giving me his usual order for one line of goods, said that the house he represented was about to take up a new line of goods and that in addition to his usual order, he wished to order a new line of goods. I was very glad to hear this, and, of course, at once filled his order, which was quite large, which was unusual, for the agent generally made comparatively small purchases from me. After I had filled the order, shipped the goods and sent my bill to the house, I received a letter from them, stating that they had never authorized the agent to make these purchases and refused to pay for them. Kindly inform me whether I can insist upon this sale or not?

REPLY: Upon the facts before us that the regular agent of a certain house ordered an unusually large order of goods and also gave an order for a class of goods which the house had never bought before. So long as this agent acted within the scope of his apparent authority you had a right to accept his order, and if in reality the principal did not authorize the order of these goods you are not obliged to lose a good sale on this account. A principal is responsible for the acts of his agents, so long as these acts are committed within the apparent scope of his duty. He holds his agent out to the world as being authorized to act for him, and if the agents

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JAP-A-LAC

"WEARS LIKE IRON"

JAP-A-LAC, the new wood finish, has grown in popular estimation until to-day it is the recognized superior of all wood finishes.

We have had unbounded confidence in **JAP-A-LAC** and have backed up this faith by the expenditure of vast sums of money to make it a household word in every corner of the land.

We are still spending money for this purpose and shall continue doing so.

Watch the leading magazines and exclusive women's publications and see what we are doing.

Start with the April issues of the *Ladies' Home Journal, Delineator, Designer, New Idea, Woman's Home Companion, Ladies' World, McCall's, Everybody's* and *Good Housekeeping* and many other publications, and try to realize the millions upon millions of people who each month read at least a portion of the "Story of **JAP-A-LAC.**"

Never before was a varnish product so thoroughly known. It insures millions of sales for **JAP-A-LAC,** and you will have your share of the demand.

Won't it pay you to place your order now and be ready to supply your customers' wants?

We have a specially alluring proposition for dealers and will gladly furnish information regarding it upon request.

The GLIDDEN VARNISH CO.

MAKERS OF HIGH GRADE VARNISHES

No. 44 Williamson Bldg., Cleveland, O.



exceed his authority, but there is nothing to put one on his guard or to indicate that the agent is exceeding his authority, one has the right to presume that the agent has authority to act, and the principal must bear the loss, if any there be.

Foreman a Fellow Servant—Master Not Responsible to Servants for His Negligence.

QUESTION: Some time ago, my son, a boy of fifteen years of age, obtained employment in a large factory in New York State. He was directly under the foreman, who, on occasions when the factory was short of hands, would take hold and help in the work. On one occasion the foreman was working a machine, and, although my son was standing right next to him with his back to the foreman, engaged in his work, the foreman suddenly started his machine without the slightest warning and my boy was injured for life. Can my boy recover damages against his employer for this injury?

REPLY: To answer your question it is necessary to determine whether or not the foreman whose negligence caused the injury to your boy was a fellow-servant with your son. As a matter of law a master is not liable in damages to a servant injured through the negligence of a fellow-servant. If, therefore, this foreman must, as a matter of law, be considered as the co-servant of your son, neither you nor your son would have any cause of action against the master. It was held in the case of Neubauer vs. the N. Y., etc., R.R. Co., 101 N. Y. 607, that a foreman is a co-servant with the workman over whom he acts as foreman. Unless, therefore, you can show that this foreman was an incompetent man and that the master employed or retained him knowing him to be incompetent for the position, we are of the opinion that your son has no cause of action against his employer.

He Knew Better.

The Highwayman—If you move you're a dead man.

The Professor—That's foolish talk. If I move it will be proof that I'm alive.

THE KELLY FOUNDRY & MACHINE COMPANY.

The Kelly Foundry & Machine Company, Goshen, Ind., manufacturers of galvanized steel tanks, tank heaters, low wagon wheels, feed cookers, etc., have placed before the trade an attractive catalogue in which they illustrate, describe and price the goods above referred to. This catalogue is considerably larger than previous editions, owing to the addition of many new styles and sizes of steel tanks to their former very complete line. Recognizing a demand for a cheaper grade of steel tanks than the "Goshen," they illustrate in this catalogue their Tiger Steel tanks which they will manufacture in addition to their other high grade line. This price list cancels all former ones not in accord with it, and is subject to market changes. In the construction of their tanks, they use the best grade galvanized steel. Every tank is guaranteed to be built in a workmanlike manner. The weights of steel tanks as given in the above catalogue, they state, are in almost every instance secured by actually weighing a tank of the dimensions specified, and are guaranteed to be approximately correct. They state: "We have aimed to make this a standard book of reference for prospective buyers. Our lists have been revised to date, making this a very valuable catalogue for the Hardware, windmill and implement trades." With the above they are sending out a supplement containing the new steel tank price list adopted on December 17th, 1902, and on which all prices made by them since January 1st, 1903, are based.

✤

O'Rourke (who is being lowered down a well)—Hold on, Oi want to come up agin.

Finnegan—An' what phor?

O'Rourke—None av your dom bizness. If you don't stop littin' me down, Begobs, Oi'll cut th' rope.

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REVIEW OF THE MARKETS.

WIRE NAILS: The favorable weather of the past ten days which gives the appearance of steadiness so that one can figure ahead for a week or so, has improved the demand for Wire Nails, although requisitions on old contracts have furnished the bulk of the business. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

Jobbers, carload lots	$1.90
Retailers, carload lots	1.95
Retailers, less than carload lots	2.05

New York. There is a fair demand which with the fine weather around us is apt to foster and encourage still livlier conditions. Quotations remain as previously quoted.

Single carloads	$2.10
Small lots from store	2.20

CUT NAILS: At the meeting of the Cut Nail Association last week, conservative views prevailed, and no change was made in current prices. Trade is steady and business normal. Quotations are as follows: On either Steel or Iron Nails, with no discrimination as to locality:

Carload lots	$1.75 base
Less than carload lots	1.80

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. The local demand is a normal one, with quotations well maintained as follows:

Carloads on dock	$1.89½
Less than carloads on dock	1.97½
Small lots from store	2.05

BARB WIRE: The mills are nearly caught up on their requisitions on Spring orders for all regular brands, although plenty of business is still booked. Broken assortments are being heard from in several quarters and furnish most of the current demand. Prices as previously quoted are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.20	$2.50
Retailers, carload lots	2.25	2.55
Retailers, less than carload lots	2.35	2.65

SMOOTH FENCE WIRE: There is still considerable business being done in this line, new orders occasionally adding strength to the output, but early contracts are still promising the business for the future. Quotations are as follows, f.o.b. Pittsburgh, terms, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.80
Retailers, carloads	1.85
Less than carloads	1.95

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BRASS COCKS: On March 7th the manufacturers of the line of Brass Cocks that is handled by the Hardware trade adopted a uniform list, which is welcomed by the trade as establishing a complete list from which a liberal discount can be taken. The list at present in force is subject to a discount of 70 and 10 to 75 per cent.

BINDER TWINE: Prices are reported as being well sustained with not an unusual amount of business being done, but prices are reported as being well maintained as announced by the International Harvester Company, as follows:

	Cents per lb.
Sisal	10¼
Standard	10¼
Standard Manila (550 feet)	11¼
Manila (600 feet)	12¼
Pure Manila (650 feet)	13¼

Five-ton lots, ⅛-cent less; carload lots, ¼-cent less. Kansas City, Minneapolis, Omaha, Council Bluffs, ¼ cent higher. Pacific Coast points, 1 cent higher.

CORDAGE: The market for rope products has been a slow moving one with no changes of note. Considerable business is being done as far as bulk is concerned, at prices represented by the following:

	Cents. per lb.
Pure Manila, 7-16-inch and larger	12
⅜ inch	12½
¼ inch and 5-16	13
No. 2 Manila	10@11
Pure Sisal, 7-16 inch and larger	9¼
No. 2 Sisal, 7-16 inch and larger	8¼
⅜ inch	8¾
¼ inch and 5-16 inch	9¼
Lath Yarn, Medium and Coarse	8½
Jute Rope, No. 1	6½
No. 2	6

LINSEED OIL. The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels....41 cents per gallon.
In lots of 5 barrels or more.....40 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PHILADELPHIA TRADE.

The deferred Spring is having a marked effect in keeping up the belated demand for Agricultural Tools of all kinds, including Forks, Hoes, Rakes, Lawn Mowers, Wire Netting, Window Screens, etc., and on some of these goods there is a positive scarcity so that it is impossible to fill orders promptly. Under such circumstances jobbers are put in a most unsatisfactory relation with their customers, as it is difficult for the dealer to understand why he cannot get seasonable goods, and yet the most strenuous efforts on the part of the jobbers to get supplies have in many cases met with very little result. This activity is not confined to Spring goods, but it is making a large demand for lines of regular Hardware, so that trade is keeping up in fair volume, and while some complaint is occasionally heard the immediate situation can be described as atisfactory. It is difficult to foretell the future, and it would be interesting to know whether trade is likely to improve or decline. Prophets are to be found for both theories, but we were gratified to learn a day or two ago that a careful canvas made of the entire country by one of our greatest manufacturers showed a very hopeful and optimistic feeling. It is one of the peculiarities of the times the business conditions of the last ten years have changed so largely that the experience of previous years no longer carries the same weight. The large corporations which have entered the business in the last decade now exercise considerable influence upon trade conditions, and while not powerful enough to change the immutable lines of trade they can so accelerate or retard the operation of these laws, as to throw the most astute calculations into error. We can only hope that this vast power will be used wisely and that its holders may realize that in all the prosperity of these corporations is bound up with the permanent prosperity of the general public, and the two must stand or fall together. Collections are easier. The country is beginning to feel the effect of crops of small fruits. Farmers are now getting some revenue and accounts which have been carried throughout the Winter are now in many cases being discharged and wiped off the books.

BIDDLE HARDWARE CO.

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THE CINCINNATI TRADE.

The condition of the weather, the thermometer giving as low as 35 degrees, does not tend to make the month of May an ideal one for business, though the Hardware jobbers state the month is progressing satisfactorily in anticipation of warmer weather later in the month. Building and improvement go on unabated and several new concerns have lately been added to Cincinnati industries. The H. Zering Truck Manufacturing Company received an order for an equipment of factory trucks for an Austrian Gun Stock Company which has received quite a large order from the Japanese Government, and a still larger one from the Chinese Government for Gun Stocks, which the Cincinnati people claim will keep the Austrian factory busy for the next four years. The Zering Company has just completed a shipment of rubber tired dish trucks to the new hotel at Victoria Falls, South Africa. The Pickering Hardware Company is still maintaining the special weekly sales, this week being the 28th and comprises garden hose and lawn mowers at reduced prices. Nine hundred thousand dollars will be expended for improvements in the public schools, hot water heating being one of the items, and $400,000 to be used for a manual training school. The Business Men's Club excursion to St. Louis to boom Cincinnati Day promises to be a lively one *en route*. Louisville Commercial Club states everything is in readiness to give a rousing reception in that city and Owensboro, Ky., where it is scheduled for a three hours' stop when the Cincinnati folks will be entertained with an old-fashioned Kentucky barbecue. Evansville and Indianapolis, Ind., and Springfield and Decatur, Ill., also promise special entertainment.

THE CLEVELAND TRADE.

The difficulty of getting good timber for handles has greatly increased. To houses whose pride has been to furnish the trade high-grade handles, and tools containing only such, it presents a difficult problem. Forks, Hoes, Picks, Shovels, Rakes and Axes are greatly increased in value by high-grade handles, and it is impossible to get a quality that is equal to what was best a few years since. Second growth hickory and ash are not obtainable in sufficient quantity to supply the demand. It would certainly be profitable to raise this kind of timber by cultivation, as what remains of it is being purchased to hold out of the market on speculation. Had the original settlements in this country been made on the Pacific Coast, it would have saved the woods that went into potash, until their value was appreciated. We have not appreciated the value of timber as those who succeed us will. Concord Wagons, and Vermont Snaths, have a reputation all their own, on account of the excellent timber. Factory handles that moved South have not found their anticipations met in the Southern timber. Clay uplands seem to furnish the only satisfactory quality to satisfy the good Hardware trade, as tools are largely judged by the quality of their handles. Trade is good, if compared with any but boom years, but in the rush of business the last two years expenses were increased and are too high for profitable business, but with a return to normal conditions, this can be corrected. The influence of organization has been helpful in improving business methods. The expense account is more carefully scrutinized and compared with profit, so that invoices are less surprising and the amount of sales is not the only measure of success. THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

The first half of May was characterized by warm dry weather which brought out a good Spring business. Sales were up to the same period of 1903 which was very good. The delayed business of the first months of this year will hardly be made up, however. There is a general slowing down of business throughout the country this year which makes itself felt in mercantile as well as manufacturing lines, but there is nothing radically wrong with the situation, and if we have good crops in the west and south, the Fall should see a new forward movement. Pittsburgh is to be represented at the St. Louis Exposition by a topographical map of large size showing the valleys of the Ohio, Monongahela and Allegheny rivers for some fifteen miles radius from the center. The map is made to scale and will be worth careful examination by those who are interested in the wonderful manufacturing development of this city. Of course it was not possible to show in full the coal and coke industry extending further up the valleys.

LOGAN-GREGG HARDWARE CO.

THE COLUMBUS TRADE.

Winter seems to have a sure grip on Spring and won't let go. We have had one week of sunshine this month so far, and that is all. We haven't seen the sun for a week, but we still believe there is one up in the sky some place, and it will shine after a while. We fear there will be a hot old time when it does shine. We hardly know what to say about trade; so far it is not up to last year, but nearly every dealer believes the backward Spring is the cause. Conditions seem favorable with a few exceptions. The wheat crop is not up to average but is improving every day. It is problematical as to how long the coal strike in the eastern part of our State will last; it looks gloomy at present, but we believe it will not last long. We have a small strike in our city at present, sheet metal workers and their employers are at loggerheads; so far they have not tied up any buildings of importance. If we can avoid labor troubles the building record in Columbus will exceed any year within our knowledge. Our water works dam has not been started yet; one day the dam is enjoined, and the next day the enjoiner is "dammed." If the river could be dammed as easily as those who are responsible for damming the river, the dam would have been completed long ago. It looks as though each fellow who has authority to act is afraid the "other fellow" will get a bigger "rake off" than he. With all the monkey business going on damfino whether anything will be done. THE SMITH BROS. HARDWARE CO.,

J. H. SMITH.

THE CHICAGO TRADE.

A waiting policy has been adhered to by the trade generally during the past several months. The season for Spring crops has been backward, weather cool and unseasonable. Farmers busy in the fields whenever opportunity presented itself, hence trade in all retail centres has been quiet, and in comparison with last year, business not quite so large. We notice, however, that every time we are blessed with three or four bright Spring days, that orders come in large quantities and of increased volume. We therefore have confidence in the future and hope and expect to be quite busy from this time forward. The first half of May averages good, prices are fairly steady and our agents are doing exceptionally well in seasonable goods. The late advance in Picks and Mattocks was not unexpected and we understand that July 1st will bring about higher prices for Axes and Hatchets, Bench Axes, etc., but we doubt the wisdom of the manufacturers in their efforts to boost prices on edge tools above present prices. Our opinion is that retailers and jobbers are paying as much for these goods as they should.

WELLS & NELLEGAR CO.

THE DAVENPORT TRADE.

If fruit blossoms indicate what the harvest will be, we will certainly have an abundance of fruit this season. Home grown garden vegetables are in the market, strawberries in bloom and Spring chickens will soon be ripe enough to pick. Wild ducks have gone to the far North, but golf balls are flying. Summer birds, street organists and base ball players are here, indicating the approach of Summer; in fact we have had already one circus. With these conditions there can be little doubt that the long drawn out, never to be forgotten, health destroying, business busting, horribly annoying Winter has finally passed into eternity and we hope never to return. Trade is gradually getting better and there is no known reason why the present season will not be prosperous and satisfactory.

SICKELS, PRESTON & NUTTING CO.

THE ST. PAUL TRADE.

The spring weather we should have had a month ago is just arriving, and while it is rather late we are rejoicing in the fact that it has come. Owing to the unseasonable weather we have experienced, we have not had the usual amount of business, nor do we think our first six months will show an in-

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crease over last year, so we are hoping for the last six months to help us out. This will depend on the crop results: these are not first class and we cannot guess at the final result. Prices are steady with a promise of their continuing so through the year. A little flurry now and then makes business less monotonous, and does neither good nor harm.

HACKETT, WALTHER, GATES HARDWARE CO.

SOUTHERN HARDWARE JOBBERS CONVENTION—Concluded.

traveling man, and if he has a 10 per cent. up one sleeve or a 5 per cent. up the other sleeve or even a 2½ per cent. up his boot leg, I am sure he will be too glad to give it to you. Again, gentlemen, do not keep him waiting in your stores if you do not want anything in his line; you yourselves have traveling men on the road and no doubt you have found fault with them because they took so long to make a trip, and yet this poor salesman was held back by some small slow buyer.

I can look around this room and see Merchants, yes Hardware merchants who are rated up near the millions at least, that is what the Big Books tell us, Bradstreets and Dunns, and I suppose you all pay Bradstreet and Dunns to tell the truth. Who has assisted you in making this large amount and got you this rating? Why, your traveling men! This you all know and have to admit you never made it retailing goods.

The large and well known Hardware manufacturers of Sargent & Company, whom I have the pleasure to represent, once sent me to New Orleans, I called on a gentleman who was hard of hearing, he was reading the morning paper, I walked in and said:

"Good morning Sir," I am representing Sargent & Company.

This man being hard of hearing did not hear me, after a short time he looked up and said:

"Are you selling goods?" I said "yes sir," "Well we do not want any goods sir."

"Well sir, I did not ask you to buy any goods sir," this man has not heard me yet what I said. I started to walk out when his clerk heard we say I represented Sargent & Company. This clerk walked over to me and said:

"Oh! come back, the old man is hard of hearing, we buy all our goods from Sargent & Company."

We went back in the store, and the clerk got down this way—and hollowed in that old man's ear loud enough to be heard for a square, "This is Sargent & Co.'s man."

The old man looked up and said:

"Oh good morning sir," I want to say right here in less than ten minutes he had asked me to go out and take a drink with him which you all know I refused.

Now had I represented a small house he would not have paid any attention to me; so I say gentlemen treat the traveling men all alike whether he represents Parks Trust large manufacturers or small ones. It seems to me I never take a trip south, but some buyer will say after calling on him in the morning and going back in the afternoon that he "has not had time to look up an order, when are you going out of town," etc. Now wake up you old slow buyer, take my advice and hire yourselves out to Bruce Keener, Oscar Barker or Frank Gray, and after you have been with them one week, and see how they give the traveling men attention, you will return home and never again say "I am too busy to look up an order," for people of this class do more work in one week, than you slow buyers will do in a month.

Again do not write sarcastic letters to your traveling men, you lose more by doing this, than you lose on your failures; write them encouraging letters, a kind letter to a traveling man makes him feel as if he could sell the Devil a four-prong manure fork when his order called for a six prong one. Have your traveling men on the road so contented that they will say as I do, it is a holiday for me to work for my firm.

Thursday Morning Session.

J. Norman Wills, of Odell Hardware Co., Greensboro, N. C., opened the discussion on the subject of

EMPLOYEES' MUTUAL BENEFIT ASSOCIATIONS

with the following remarks:

Most of the fraternal orders in existence have the mutual benefit feature, providing for the payment of a stipulated sum of money in case of the illness or death of a member. Organizations having this object in view are found also among the employees of some of the large manufacturing concerns, but we may regard it as a question whether such an organization is practicable among the comparatively small number of men employed by the average Hardware jobber, and, if practicable, whether it is desirable and should be encouraged by the employer.

My experience with an organization of this character, providing, however, for "sick" benefits only, leads me to answer these questions in the affirmative. The plan of operation of such an association is very simple. In this case monthly dues of 25 cents have been found to afford a sufficient revenue to pay all claims. The indemnity is fixed at five dollars a week, and the period for which one may receive such benefit is limited to twelve consecutive weeks. One of the officers of the employing company has acted as president of the association. The vice-president, secretary, treasurer and special committee of three, which investigates all claims, are from the employees.

It is not probable that such an association will be formed among the employees of any concern except at the instance and with the encouragement of the employers. In the case to which I have referred the employers contributed one hundred dollars to the relief fund as capital with which to begin business. This amount remains in the treasury intact.

But for what reasons may it be regarded as desirable to have such an association among the employees of a Hardware jobbing concern? And why should the employer encourage it?

THE LABOR TROUBLES OF THIS COUNTRY ARE DUE LARGELY TO A LACK OF CONFIDENCE

between employer and employed. They do not as a rule arise out of questions of wages. Any movement which may serve to demonstrate to the employee that his employer has a genuine interest in his welfare, which interest, by the way, must really exist, is good business policy, and it is more—it is good humanitarianism, good christianity.

Whatever may be the rule in regard to lost time, as a general thing an employer does not feel that he can afford to pay a man his salary while he is away from his duties, whatever may be the cause of such absence. On the other hand, there are cases in which no considerate employer can fail to extend some help. If by encouraging such an association as we have described

WE PLACE OUR MEN IN A POSITION TO HELP THEMSELVES,

at least in a degree, we have, I believe, acted wisely.

Employees are often reminded that they must take an interest in the business if they hope to succeed—that the interests of employer and employee are mutual. It might be well to remind the employer that he should take an active interest in the welfare of his employees. The mutual interest idea works in both directions.

It may be well to introduce social features into the association to such an extent as may be feasible. I believe that the organization can be so conducted as to increase the pride of the men in the house and their loyalty to the concern. There is no house which does not feel gratified to know that

ITS MEN TAKE A GENUINE PRIDE IN THE BUSINESS

and feel that it is to their credit for it to be known that they are connected with that particular establishment. The cultivation of a spirit similar to that which exists among students is I believe something to be desired and encouraged.

Beneath the whole scheme should lie the broad principle of the brotherhood of man and the commonsense idea that he helps one best who enables him to help himself.

Grave Fillers.

"Sir," said the man whose knees shook when the train entered a tunnel, "do you know the most dangerous thing on a railroad train?"

"Yes," responded the gay drummer, "the cigar the train boy sells."—*Chicago News.*

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STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

THE FIFTIETH ANNIVERSARY.

The Packard Hardware Co., of Greenville, Pa., celebrated the fiftieth anniversary of the founding of the firm on the 9th inst., by a dinner which they tendered to their employees and a number of invited guests at the Hotel Spier. There were nearly fifty who enjoyed the festivities, which was the happiest occasion in the history of the house. John R. Packard, who was a joint founder of the firm with the late Dr. Packard, officiated in the position of toast master. After the menu had been happily disposed of—the card for which was adorned by characteristic illustrations of the Hardware guild—a number of speeches of an interesting and reminiscent character were made the feature of the occasion and the flow of wit and happy *camaraderie* will linger in the memory of the participants for years. The Packard Hardware Company was incorporated in 1892 with J. R. Packard, president; G. B. Chase, treasurer, and John B. Chase, secretary. The capital stock is $125,000.

WM. H. HART'S HALF CENTURY WITH THE STANLEY WORKS.

William H. Hart, president of the Stanley Works, New Britain, Conn., was the recipient of many tributes of esteem and affection on Monday, 16th inst., when he completed 50 years of service with this old and widely known manufacturing house. Mr. Hart began his connection with the company May 16, 1854, when he was elected secretary and treasurer of the corporation, which was formed in 1852 by Frederick T. Stanley, who five years previously had begun making Wrought Bolts, Hinges and Door and Chest Handles. Mr. Hart continued to fill this office until February 14, 1885, when he was chosen president and treasurer.

The Stanley Works plant closed for the day by vote of the directors. From 9 to 11 o'clock the directors held a reception for the employees and nearly 1200 men embraced the opportunity to be present. The office was handsomely decorated for the occasion, a portrait of the president having a conspicuous position. From 11 to 12 o'clock there was a reception for the stockholders. Edgar Reed, president of the Reed & Prince Mfg. Company, Worcester, Mass., made a congratulatory address, paying high tribute to Mr. Hart, who responded with a brief speech in which he referred to the enviable position held by the Stanley Works in the world's markets as the largest producers anywhere of Wrought Butts and Hinges and the high quality of their product. Mr. Hart referred feelingly to Frederick T. Stanley, testifying also to the loyal support of present associates occupying responsible official positions, naming many of them, as well as the late Peter McCartee, for over 40 years the efficient manager of their New York branch.

In the evening the directors gave a reception at Mr. Hart's residence. The Board of Directors, comprising Abiram Chamberlain, Governor of Connecticut; C. P. Goss, of Waterbury; L. H. Pease, George P. Hart, E. N. Stanley and E. E. Moore, of New Britain, with Mr. Hart, received the guests, and during the evening Governor Chamberlain, on behalf of the corporation, presented Mr. Hart with a magnificent hall clock made by Tiffany & Co. Many telegrams of congratulations were received during the evening from business and personal friends all over the country, indicating the very high esteem in which Mr. Hart is universally held, among them the following from the National Hardware Association: "The National Hardware Association extend hearty congratulations on this your fiftieth anniversary as treasurer of the Stanley Works. Samuel A. Bigelow, President."

Mr. Hart also received other tokens commemorative of the occasion. A beautiful sterling silver loving cup was the gift of the employees. One of its three faces contains the trademark of the Stanley Works. Another space shows a Ball Bearing Butt, while the third contains an appropriate inscription. The rolling mill employees presented a gold headed cane; the office a silver fruit dish and platter, and the shipping department a design in roses, with the dates "1854-1904." Patrick B. Smith, a night watchman, gave Mr. Hart a bouquet of 50 roses, in memory of a shamrock which Mr. Hart brought him from Ireland 20 years ago.

Mr. Hart is president of the Young Men's Christian Association Board of Directors, a charter member of the New Britain Club, a prominent member of the South Church and a director of the New Britain General Hospital. He is interested in other manufacturing enterprises, and is a director of the New Britain National Bank.—*The Iron Age.*

AGRICULTURAL MACHINERY IN EGYPT.

(From United States Consul Langer, Solingen, Germany.)

It is a notable fact that Egypt is greatly increasing its production of cotton and corn, and when these are harvested the soil is again cultivated for the growing of wheat, barley, clover, etc.

To do this properly, Egypt has found it necessary to have various kinds of farm machinery, which, however, must be imported. In 1903 the imports of steam engines amounted to $441,000; steam boilers and steam-machine parts, $545,000; and other machinery and machine parts, $720,000.

Of these, England has thus far furnished the greatest part. In addition to selling at reasonable prices the machinery is of durable and simple construction, so that the unskilled laborer of Egypt can readily operate it.

For irrigation purposes, locomobiles and steam engines are also furnished by France and Belgium.

Of late years steam engines are being replaced by petroleum motors, which are more profitable because they are smaller and more saving in fuel. Although alcohol is very cheap in Egypt, spirit motors have been found to be too expensive, as experiments showed at the last agricultural exhibition held at Cairo.

Motors of from 10 to 20 horsepower are continually used for irrigation pumps, mills, and the tobacco industry.

Switzerland has succeeded in working up a trade in 40 to 100 horsepower gas motors, and while they are somewhat high in price they show a saving of 50 to 60 per cent in fuel, are well built, and readily operated.

To obtain at least some of this Egyptian trade Germany has just lately tried to introduce a motor that is cheaper than any of its rivals; but it is claimed that accidents are very liable to happen, as, for instance, the slightest carelessness may cause an explosion of the pressed-air chamber.

German manufacturers, to successfully introduce motors into Egypt, are endeavoring to post themselves as to the real requirements. They desire to be reasonable in price and terms of payment and to furnish a machine that is durable, but still simple enough to need no skilled mechanic to operate it, so that the native laborer can handle it successfully.—JOSEPH J. LANGER, *Consul.*

A Boston Conclusion.

"That Miss Goggles, of Boston, is a walking encyclopedia."

"But she doesn't know as much as she did. She has just had her appendix removed."—*Life.*

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GET IN LINE---SELL

ARMY AND NAVY LIQUID GLUE

A 20TH CENTURY LIQUID GLUE

Increase Your Sales **Increase Your Profits**

The Best and Strongest Glue that Money, Experience and Brains has produced. **NOT A FISH GLUE.** A Pure Animal Glue. The only Animal Glue in Liquid Form made.

THIS GLUE will not Sour, Mold, get Brittle, Brash or Crumble.

STANDS MORE HEAT AND COLD. SMOOTH AS OIL. MORE EASILY APPLIED THAN OTHER GLUES. ALWAYS READY FOR USE.

Does More Work



Does Better Work

All size Cans—no Screw tops, Friction tops—easy to open and close. Every drop can be used.

YOU WANT THE BEST GLUE. WE MAKE IT.

Let us quote you prices. Can we send you trial order?

WACHTER MFG. COMPANY, BALTIMORE, MD.

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OUR BRITISH LETTER.

(*By our Special Correspondent.*)

London, May 14th, 1904.

THE I. F. A. CONFERENCE AT BIRMINGHAM.

The Annual Conference of the Ironmongers' Federated Association which has just taken place in Birmingham marks another epoch in the history of ironmongers' associations in Great Britain. The I. F. A. is to be congratulated upon the appointment of W. J. Bacon, J. P., the Mayor of Poole, to the presidential chair of the Federation for the ensuing year. He is the "Grand Old Man" of association work in Great Britain, and has taken deep interest in the movement since its inauguration in 1894, when the ironmongers' association formed at Swansea opened up a new era in the life of the retail Hardware traders of this country. The President gave a stirring address at the opening of the proceedings in Birmingham, and set forth the objects of association and the benefits to be gained by such fraternal gatherings, and clearly laid down the different evils with which ironmongers have to contend in this country, assuring those present that it was his intention to make the association "go". Before the close of the present year he felt confident that the number of associations would be more than double and a large number of ironmongers who are still outside the pale of association work would have joined the movement. Deputations from the leading ironmongers' associations in Great Britain were present at the Conference which met at the Grand Hotel, Birmingham.

After the technicalities had been disposed of and the various reports rendered the real business of the Conference commenced. The report of R. H. Smith, the general secretary of the association, contained allusions to parliamentary matters, examinations, the formation of new associations, and other questions which had engaged the attention of the Federation during the previous year. He also referred to price maintenance, which is an important matter to retail ironmongers, many of whom are assailed by large price-cutting houses. The proposal of the postmaster-general to introduce a "cash-on-delivery postal parcel scheme is still under consideration, and is being strongly opposed by the retail traders' associations in Great Britain. Municipal trading is also an important measure and was dealt with in the general report. The banquet held upon the first day of the Conference was an enthusiastic one, and an excellent feeling prevailed not only among the ironmongers present, but also among the manufacturers who were on that occasion the guests of the evening. The president was supported by the Lord Mayor of Birmingham and several of the members of the Federation who are this year serving their local boroughs as chief magistrates and town councilmen. "The City and Trade of Birmingham" was a toast well received, and J. N. Greenall, a former president of the I. F. A., in proposing the toast of "The Birmingham and District Local Association" made an excellent speech, touching upon many of the important questions which are being dealt with by the federation movement. He spoke of the importance of social gatherings, and of the harmony which now prevails among ironmongers largely in consequence of these social functions. He referred to American associations of hardwaremen contending that in the States greater headway had been made during the time they have been in existence than has been accomplished in this country. The trade have presented a united front against the inroads of catalogue houses and large stores, and have been successful in defeating many of their efforts to capture the trade legitimately belonging to the retail hardwareman. This question of cutting prices by large stores is now receiving the attention of the federation and local associations. At the second day's Conference the questions of price examinations held in Manchester a few months ago was also brought up, and the excellent results of the first examination of assistants held in this country gave great encouragement towards the furtherance and extension of the examination scheme. It was decided to hold the next examination of assistants in London.

Papers dealing very exhaustively with such questions as the cultivation of price maintenance, mutual fire insurance, early and Sunday closing, municipal trading, and collective buying were read, and many interesting discussions took place on all these subjects. The third day of Conference was largely devoted to social functions, and at the invitation of Messrs. Kynoch, Ltd., the members of the association, and those friends who attended the Conference were afforded opportunities of visiting the firm's extensive works at Witton and Holford and partaking of their hospitality. Briefly it may be stated that the Birmingham Conference was a success in every way, and was so far encouraging that aggressive movements have already been decided upon by the central board of the I. F. A. An assistant secretary is to be appointed to help Secretary Smith in his work, and to give special attention to association work in London and in the southern counties of England.

IRONMONGERS AND MUNICIPAL TRADING.

The influence of associations has already been felt upon municipal trading, and the active oppositions on behalf of the different local associations has been the means of introducing several important clauses into Bills before Parliament referring to local government which have restricted the power of corporations as regards municipal trading. This combined action has also been the means of securing electric wiring, the supply of electric fittings, gas fitting, and the sale of gas stoves and cookers, as well as the retention of many branches of retail trade assailed by municipal trading. Thus ironmongers by combined action have been able to better their position all round, and to break some of the monopolies which have for some time past affected their business and curtailed their output.

Among the chief events during the last few weeks the May meeting of the Iron and Steel Institute has been held at Westminster, and some interesting papers read dealing with questions affecting the interest of the iron and steel industries in this country. The Bessemer gold medal for 1904 was presented to R. A. Hadfield of Sheffield on the 5th inst., and the annual dinner of the Institute held on the 6th inst., the chair being occupied by Mr. Carnegie.

An influential gathering of engineers took place at the Institution of Civil Engineers a few weeks ago when the question of standardising screw threads received attention. There is a tendency on the part of all engineering societies, as also among scientists to push forward the introduction of the metric system into this country, and to adopt the more modern form of weights and measurements. The Lufkin Rule Co., of Saginaw, Michigan, who have a London depot have recently circulated among their clients a very useful and capital advertisement in the form of a steel rule, one decimeter in length, one millemeter thick, one centimeter wide, upon which several items of useful information are given.

PRICE MAINTENANCE.

James Lancaster Pollitt, of Bissell Carpet Sweeper fame, is an enterprising representative well worthy of the position he holds for the noted American firm. In one of the Hardware trade journals circulating in this country he has recently contributed an excellent article on price maintenance, throwing much light on its present positions. His pen has oftentimes been wielded in defence of the maintenance of prices by manufacturers of specialties and proprietary articles. He backs up his principles by advertising "Bissell's Cyco-bearings under the title of Mechanism which gave the power to produce price maintenance" and declares that no other sweeper has the brushing power of a Cyco-bearing pattern, that no other will yield the retail price so readily, hence price maintenance and its ready-made profit. James Pollitt considers that manufacturers who uphold the policy of price maintenance are dodging stealthily into the field as hardy skirmishers, whereas live associations could make them roll up in strong battalions".

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He urges ironmongers' associations to support price maintenance firms, he considers that the signal of the trade should be a united voice. He affirms that intelligent protection on the one hand and grateful discrimination on the other, have made price maintenance the most hopeful expectancy of the twentieth century ironmonger. He refers to price maintenance in the drug trade, and mentions that in the patent medicine business no less than 147 manufacturers of these specialties own and sell under the conditions of price maintenance no less than 465 preparations of pills, soaps and specifics of all sorts. James Pollitt is undoubtedly the champion of price maintenance in this country and has found it a successful policy to adopt in the interests of his firm as well as the trade at large.

A NOVEL FORM OF IRONMONGERS' COMBINATION.

Gas companies in Great Britain have largely monopolized the sale of gas cookers and heating and boiling stoves, and in some places gas fittings. This is especially so in the large towns. In London only one gas company appears to be willing to share the plunder with ironmongers, and it is pleasing to record that seven enterprising ironmongers, few of whom belong to any association, have agreed to join with the local gas company at Hornsey in conducting several gas exhibitions, which are now being held simultaneously in three different centres. There is nothing novel in such exhibitions, but still it is somewhat unusual for unassociated ironmongers to agree in a scheme whereby they may be mutually benefited, and in common with the company supplying gas take steps whereby an increase of business in the sale and hire of gas cookers and fittings may be brought about. The enterprising seven, among whom is J. H. Dunn, who is the treasurer of the London Ironmongers' Association, have distributed some twenty thousand tickets throughout the neighborhood. They have organized capital exhibitions, and show the various uses of gas appliances as well as demonstrating in a practical manner the superiority of gas cooking. There is every reason to believe that their efforts will be attended with success.

AGRICULTURAL SHOWS.

Among recent agricultural exhibitions the Dublin and Belfast shows held in Ireland have opened up the sesaon in the United Kingdom. Agricultural implement agents are making great preparations for the display of implements and machinery at the Bath and West Society's show, which is to be held at Swansea at the end of the present month. It is 12 years since the show was held in southwest Wales. The exhibition will be opened by the Mayor of Swansea, who with a local committee, is taking a strong interest in the undertaking. I understand that American manufacturers will be well represented, and that more than one of the branches of the International Harvester Company of America will have important stands. It is surprising how strong a hold American harvesting machinery has with the farmers of Great Britain. This is doubtless due to the general excellence of the implements manufactured, to their strength and lightness, and to the excellent manner in which each separate machine has been adapted to the requirements of British farmers.

WESTERN NEW YORK TRADE NOTES.

The long-hoped-for Spring activity in retail trade is slowly making itself manifest to the Hardware merchants of Western New York. Spring work is about a month behind, owing to the continual cold weather. In many of the Western New York towns much new building is being planned, and no doubt when weather conditions become favorable there will be a large amount of building.

In referring to this end of the Hardware trade, one of the Rochester jobbers said: "During January and up to early March our sales to the country trade were smaller than a year ago. We were taking fewer orders for later shipments than usual, and the orders for immediate shipment were very small. Collections, also, were very poor. We well understood that this was caused by the fact that the country merchant was not moving his stock, and knew that it was almost impossible for the farmer to get to the markets to make purchases." Continuing, this jobber said that now was coming the usual demand for farm supplies and building materials.

The Clark Paint, Oil and Hardware Co., located at 131 State Street, Rochester, carry on a large retail trade in Hardware, and make a special bid for business in paints and oils and painters' supplies. This concern find that paints and oils are a very important line to carry in connection with Builders' Hardware, and feel that no Hardware stock is complete without this line.

In manufacturing an extensive line of heavy sheet iron work, the Dumond, Babcock & Kingston Co. are very busy. A. M. Dumond is president and R. Kingston is secretary and treasurer. This concern are also making an attractive line of galvanized iron cornices, in which department a large trade has been built up.

Every carriage maker and dealer in carriage Hardware of Western and Central New York knows of Sidney B. Roby Co., of Rochester, which firm are also large dealers in Heavy Hardware and blacksmiths' supplies.

One of the successful jobbing houses of Western New York is Mathews & Boucher, of Rochester. For many years Mathews & Boucher have been leaders in builders' and general Hardware; confining themselves closely to the regular Hardware lines this firm have succeeded in building up a large strong business in the wholesale trade.

Another large Hardware firm of Rochester is Weaver, Palmer & Richmond. A specialty of housefurnishing goods, and agricultural tools, is made by this concern, who also carry a very attractive line of cutlery. G. D. Palmer is president, S. J. Weaver is vice-president and secretary, while Lee Richmond is treasurer.

J. A. and Jas. H. Casey constitute the firm of Casey Bros., who are large handlers of Heavy Hardware, iron and steel, also carrying a very complete stock of blacksmith's and carriage makers' supplies.

Inasmuch as there has been much discussion of late, not only in the trade papers but also by the members of the different associations as to the expansion and broadening of the Hardware store, it may be of interest to note what one of the members of a certain Hardware jobbing firm in New York State has to say on this subject: "Some years ago I thought we, as jobbers, ought to carry everything that any of our customers sold. Gradually I began to add new lines—I knew our trade well and bought in quantities that enabled me to get the rock bottom prices—and was able to sell the goods to my trade. But I found that there was no end to the variety of stuff sold by the small Hardware dealer in New York and Pennsylvania. And I also found, in many cases, that I was 'stuck' with a stock of goods that only a very few of my customers handled or could be induced to handle. And that when the next year came my old stock was out of date. If I did not buy the quantity, I found I could not buy any cheaper than did my customer, and after giving the 'wholesale Hardware department store' business a thorough trial, I decided to hold myself down to Hardware and find that by concentrating my efforts upon this line I've been able to do a more satisfactory and better paying business."

An exceedingly well arranged and attractive store in Auburn is that of the F. W. Herron Hardware Co. A novel feature is that of having large display windows on the second floor while stoves and housefurnishing goods are well displayed. The store is bright and light, and arrangement of stock is exceedingly good.

In addition to a general line of Hardware Everts Bros. & Pomeroy, of Auburn, are large dealers in sash, doors and blinds, and carry a large stock of stoves. The business in furnaces and heaters done by this concern is extensive, many contracts being taken in other towns of Central New York.

Another progressive Hardwareman of Auburn is T. A. Cameron, who makes a special bid for fine retail trade.

H. J. Rich, of Auburn, is recognized as one of the best posted Hardware retailers of his city, and carries a complete stock of general Hardware and tools.

All the Hardwaremen seen by your correspondent seem to feel that the outlook is good for Summer business, and those who do a plumbing business are having more trade than can be cared for in this department. HAMMERNAIL.

Unselfish.

"Sir!" she cried when he kissed her, "you forget yourself."

"Oh, no," he said, "I got half of it all right. The other half was your share."—*Philadelphia Ledger.*

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RECENT TRADE PUBLICATIONS.

Chicago Flexible Shaft Company, Chicago, Ills., have issued a very high grade pamphlet catalogue containing 31 pages of information regarding their hand and horse power sheep shearing machines. Their factories, they announce, are equipped with the latest and best automatic labor and money-saving machinery. Last year they greatly increased and improved their facilities to meet the demands of their yearly increasing output. Their Stewart patent new "1904 model" sheep shearing machine consists of a large wheel, the face and side of which are turned perfectly true. On the face of the wheel, teeth are generated on an automatic machine that insures absolute accuracy. This gear is enclosed in a stationary frame and drives a hardened steel cut pinion to which is connected the universal joint flexible shaft. The cogs used in the connection are turned from the solid bars; teeth are then milled perfectly and hardened file hard. To these cogs are connected solid steel spindles running in tubular sheaths which are connected together by joints. The pinion shaft is fitted with a small turned balance wheel, which, running at a high speed, makes the machine run perfectly steady at all times. Every machine is supplied with the improved shear which they illustrate in the above catalogue. It will do just as much work and as fast on the hand power machine as when driven by power. All parts are interchangeable. Write for catalogue which also illustrates and describes the other specialties manufactured by this Company.

Berger Brothers, 237 Arch street, Philadelphia, Pa., manufacturers of Tinners and Roofers Supplies have issued a 1904 catalogue and price list, which is a substantial book of 128 pages fully illustrating the line of goods made and handled by them. They announce to the trade that they have the largest plant of tinners' and roofers' supplies in the country, also a most complete factory for the manufacture of pipe and gutter, etc., and have lately erected a five story warehouse which adjoins their store, and places them in a very enviable position. With these exceptional facilities, and their usual prompt attention, they state it is their hope to be able to retain the good will of the trade, and intend producing the best goods at the right prices. A copy of the above mentioned catalogue will be forwarded upon application to the Berger Brothers Company.

The Philadelphia Lawn Mower Company, 3101-3109 Chestnut street, Philadelphia, Pa., have issued their 1904 annual illustrated catalogue and price list of their Philadelphia Lawn Mowers. This is their 35th annual, and cancels all former prices. The Company guarantee all their mowers to do good work and to be as represented. They are made of best material and by superior workmen. The book is illustrated throughout, having several illustrations in colors. Included in the contents are high and low wheel mowers, hand and horse mowers, etc., lawn sprinklers, horse sweepers, etc. The book gives general instructions for ordering parts and for repairing mowers, which information will be found very valuable for those who have use for these machines. The catalogue, which is in large pamphlet form, will be sent upon application.

Schoverling, Daly & Gales, 302-304 Broadway, New York City, general sporting goods dealers, have recently placed in the hands of their patrons their new 1904 catalogue of Spring and Summer goods, including their line of Daly Guns. They state it is their intention, commencing with this catalogue, to issue yearly a general catalogue containing description of all goods they carry in stock. In addition, they will issue every Spring, separate catalogues of Spring and Summer goods, bicycles and bicycle sundries and fishing tackle. The above firm are sole agents in the U. S. for the Walsrode Powder and Sauer Mauser Rifles and also agents for C. S. Shattuck; Smith & Wesson; Harrington & Richardson; Marlin Fire Arms Co.; Forehand Arms Co.; Luger Automatic Pistols; Ideal Mfg. Co.; Parker Bros.; L. C. Smith; Lefever Arms Co.; Ithaca Gun Co.; and the Mauser Magazine Rifles. The above company issue a separate fishing tackle catalogue which they will also send upon request to those interested.

H. A. Rogers, 19 John street, New York, have sent us one of their very handsome 1904 price lists of gauge glasses, gauge glass cutters and gauge glass washers. Mr. Rogers is the sole agent in the United States for the justly celebrated Moncrieff Scotch gauge glass, the sales of which, it is reported, are increasing each succeeding year. Every style of gauge-glass can be supplied by Mr. Rogers and are illustrated in their new price list just issued. Engineers will be interested in the Perfected gauge glass washer which is also shown. This washer is put up one dozen in a box and should appeal to the merchant and engineer as a handy package, either for shelf or the tool chest. Copies of the price list may be obtained upon request.

Eugene E. Nice, Philadelphia, Pa., has issued an attractive catalogue, being catalogue "C" and containing 108 pages. It is a high-grade book throughout, finely printed on excellent paper, and exceedingly well illustrated. Embraced in the contents of the book is a full line of brushes, mixed paints, varnishes, enamels, stains, etc. He states: "The Nice ready mixed paints are made only from the very best and purest materials, having earned an enviable reputation for purity of color, covering and general wearing qualities." One gallon of this paint will cover 500 to 600 square feet, one coat, according to the condition of the work. List prices are given throughout the book. He states that for 25 years he has been studying the wants of the painter in the line of brushes, and have constantly been getting nearer perfection, and the line he presents in the catalogue covers, he claims, the very finest varnish and paint brushes it is possible to put together, and from these down to the good but low-priced goods for general trade, each brush representing the very best value in its respective class.

The H. H. Mayhew Company, Shelburne Falls,, Mass., in their catalogue "Number Eleven," have produced a book worthy of the house it represents. It is a high grade catalogue, finely printed on excellent paper and illustrated throughout, exploiting as it does, their line of tools. All of the illustrations are accompanied by list prices. A very complete line of glass cutters is manufactured by the Mayhew Company, which is intended to provide a more perfect and durable tool than has heretofore been placed on the market. They call especial attention to the novel feature of the No. 1 and No. 2, lying in the turret-like holder for the six cutters which may be revolved on, or clamped to the frame, by the screw at the center. This arrangement enables the operator to place any of the cutters in position for use instantly, or if desired, the turret may be removed and the cutters be replaced with new in a minute's time. The turret is sunk within a circular recess, which protects all of the cutters not in position for use. The cutters are carefully hardened and ground by special processes. Write to above address for their catalogue, which describes entire line.

The William Schollhorn Company, New Haven, Conn., under date of January, 1904, distributed to the trade a catalogue and price list of their pliers, nippers, punches, etc., which, they state, is intended to cancel all former lists and prices. The book is well illustrated and is finely printed on coated paper. A new device manufactured by the company is their "Excelsior" spring dividers. This new device of adjustment makes this tool practically a "spring divider" and adaptable for fine adjustments and a desirable tool for every mechanic and draftsman. The fastening on this divider is an especial feature, the points being made of Stubb's steel wire, tempered and inserted two inches into each leg, which, they claim, produces the best point, whether used on metal or wood. It is furnished nickel plated. Send for above-mentioned catalogue, in which will be found many other specialties of their make, fully described, illustrated and priced.

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HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washin ton, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED APRIL 19, 1904.

361,278. SAW SETTING DEVICE, Jas. M. Flower, Walnut Ridge, Ark.

361,283. CARPET STRETCHER, Manuel F. Gutierrez, Altoona, Pa.

361,489. COFFEE POT, Harry B. Cornish and John B. Moore, Blue Earth City, Minn.

361,505. FOLDING PORTABLE TENT, Clinton Gray, Elmira, N. Y.

361.554. BOLT CUTTER, Joseph R. Smith, Brockville, Ontario, Canada.

PATENTS ISSUED APRIL 19, 1904.

757,497. CLOTHES DRIER, Per A. Ringnell, Salem, O.

757,613. NUT WRENCH, William E. Gilliland, Coatsburg, Ill.

PATENTS EXPIRED MAY 3, 1904.

362,072. AIR VALVE FOR OIL CANS, Loretto H. Foss, Portland, Me.

362,085. LIFTING JACK, Edward Huber, Marion, Ohio.

362,105. COFFEE POT, William W. Newcomb, Bradfordsville, Ky.

362,152. FASTENER FOR MEETING RAILS OF SASHES, Daniel M. Ferren, Taunton, Mass.

362,336. RAZOR, Peter Wahl, North Vernon, Ind.

PATENTS ISSUED MAY 3, 1904.

758,632. SASH STOP AND LOCK, Walter Edmond, Louden, N. J.

758,679. SASH LOCK, Abner J. McGehee, Jackson, Tenn.

758,698. PLANE, Albert F. Schade, New Britain, Conn.

758,699. RAZOR STROPPING MACHINE, August W. Scheuber, Hoboken, N. J.

758,803. COMBINED SCRUBBER AND MOP, John A. Zerbe, Lebanon, Pa.

758,948. PLANE, Harvey M. Wood, Denver, Colo.

PATENTS EXPIRED MAY 10, 1904.

362,516. EDGE TRIMMING LAWN MOWER, Daniel C. Kenyon, Wyoming, R. I.

362,535. LAWN MOWER, Jessie F. Powell, Eureka, Kans.

362,572. SHEARS, Frederick Clauss, Elizabeth, N. J.

362,604. ASH OR GARBAGE CAN, Charles M. Brion, Worcester, Mass.

362,668. SASH FASTENER, Remsen Schenck, New York, N. Y.

362,776. LANTERN, Thomas Parish, Newark, N. J.

PATENTS ISSUED MAY 10, 1904.

759,393. DEVICE FOR WEEDING AND THINNING OUT PLANTS, Benjamin J. Otto, Waukau, Wis.

759,408. CASTER, William A. Tonini, Grandview, Ind.

759,556. HAMMER, Phillipp Scholtes, Mount Oliver, Pa.

759,621. DOOR CHECK, Robert A. Lackey, Oakpark, Ill.

759,626. DEVICE FOR HONING AND STROPPING RAZORS, George W. Mosby, New York, N. Y.



Safety Latch and Lock . . .

Strongest, Simplest and Safest Door Fastener on the market.

Gives Positive Protection Against Tramps, Peddlers, Etc.

Permits door to be left open at night for ventilation.
Best for Homes, Hotels and Boarding Houses.

Send for Circular.

THE ACME PATTERN & MFG. CO.

Milwaukee, Wisconsin.

OUR SPECIAL

4th of July Goods

Catalogue has a two-color cover that looks like this



Of course, you may choose to buy your supply elsewhere but—better get this catalogue anyway so you'll know what the "yellow label" goods (the best, mind you) CAN be bought for from us—three houses, you know, and we buy and sell FIVE (5) times as many 4th of July Goods as the next largest jobber.

Our June Drummer

ask for that too—there are reasons—some very special—why you'll be interested in it. Our say-so, we know. But, risk a postal card on our word for it, this once.

It's different—our monthly is. The "Resultful Plans" and the "Solutions of Store Problems," alone, will pay for your cent and the trouble of writing—several times over. As for the goods—the prices (guaranteed net prices) will do the talking for them. The June Drummer is No. CC 504.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only

NEW YORK CHICAGO ST. LOUIS

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Bedford, Pa.—Messrs. Piper and Stapleton have opened a large furniture and Hardware store on Railroad Avenue.

Bloomington, Ill.—G. L. Lighthall has opened a Hardware store.

Derry, N. H.—Everett E. Griffin has opened a Hardware store in Young's Block.

Gillum, Ill.—F. L. Marcellus has completed the addition to his store and will put in a general line of merchandise and Hardware.

Hazen Station, Pa.—M. W. Grier has opened a new Hardware store.

Joplin, Mo.—J. B. Mallory has opened a new Hardware store in West Main Street.

Los Angeles, Cal.—The Whittier Hardware Company has been incorporated. Directors: L. Butman, J. E. Davis, D. C. Andrews, A. U. Tomlinson, C. E. Cook. Capital stock, $40,000.

Reedsburg, Wis.—August Siefert Hardware Company has been incorporated; capital stock, $25,000; incorporators: August Siefert, Louis J. Fisher, Albert H. Fisher and A. G. Schultz.

Scottsburg, Ind.—The People's Hardware Company has been incorporated; capital, $50,000; directors: J. H. Friedley, Sarah F. Rice and William F. Rice.

St. Joseph, Mo.—The St. Joseph Hardware and Plumbing Company has been incorporated. Capital stock, $3,000. The stockholders are: L. E. Lacy, A. F. Lacy, D. M. Lacy.

West Point, Miss.—West Point Hardware Company has been incorporated with a capital stock of $900,000. J. W. Jameson, Harry Robertson and R. P. Duke, incorporators.

Changes.

Albuquerque, N. M.—J. C. Flournoy, who for some time past has been the representative of the Simmons Hardware Company, of St. Louis, is to resign and take the position of manager of the Albuquerque Hardware Company on July 1.

Allegheny, Pa.—The firm of Rhein & Fortenbacher which has been in business for the past 31 years on Ohio Street, has been dissolved. Mr. Rhein retiring on account of his advanced age. The business will be continued by J. Fortenbacher & Son.

Ambridge, Pa.—The Luce Hardware & Supply Co. has succeeded to the business of Brenholtz Bros.

Batavia, N. Y.—E. E. Peck, whose Hardware stock was damaged by fire, has removed to his old stand on State Street. When repairs are completed Mr. Peck will occupy Nos. 1 and 3 State Street with a stock of new goods and he will have full lines of Hardware, stoves, plumbing goods and electrical supplies.

Bloomington, Ill.—E. C. Buck has purchased of D. C. Smitson his Hardware store and tinshop on North Street. Mr. Buck takes possession at once.

Brunswick, Me.—The Hardware firm of Ridley & Eaton has been dissolved. Charles O. Eaton, the junior partner, has purchased the interest of George B. Ridley. Mr. Eaton proposes to form a stock company, to be probably known as the Eaton Hardware Company.

Calcutta, Ohio.—E. M. Gonzales has bought the store of Frank Lyons.

Carthage, Mo.—A. M. Drake, who a year ago sold his interest in the Hardware business to C. S. Bahney, has bought out Mr. Bahney and the firm is now composed of A. M. Drake & Son, as it was before the former transaction.

Champaign, Ill.—W. H. McKibben, of Alton, has purchased the Chenoweth Hardware store.

Columbus, Ohio.—The Tallmadge Hardware Company has again opened at its old location, but in a splendid new structure, the Brunson office building. This has displaced the building burned in April, 1903, and as the building is modern in every respect, so is the store room of the Tallmadge Company. The stock room was constructed along lines suggested by the Tallmadge Company and is thoroughly up-to-date. The new stock of Hardware similarly is in keeping with the times.

Hartford, Conn.—The Way Hardware corporation are about to vacate their store at 866 Main Street and will dispose of their stock of Hardware at auction. The stock is an immense one and includes everything that properly comes under the head of Hardware.

Honedale, Ohio.—Miller & Patton have bought out the Hardware department of J. W. Scott, and will run it as a separate store.

Houghton, Mich.—W. R. Daskam, Hardware dealer, located in the Dee post office building, announces that he has decided to retire from business in Houghton and will at once sell out his present stock. He expects to dispose of it within 60 days. Mr. Daskam gives as his reason for retiring from the Houghton field that he has something better in view, an opening which he is compelled to take advantage of. He says that he has enjoyed a good business during his five years' residence in Houghton, and that he has been as successful as he had expected when entering the field. Mr. Daskam will sell his stock at retail or will dispose of the whole stock and business at once.

Houston, Texas.—The Brown Hardware Company has purchased the bulk of the paint stock of the Palace drug store of this city and will add this line to the Hardware stock of Sims & Dold, which they have recently purchased.

Jeanette, Pa.—Schumaker, Ringer & Foster have bought out the Hardware store of W. A. Scott.

Lebanon, Pa.—William P. Gamber has purchased the interest of Thomas Failer in the Hardware store of Gamber & Failer, 43 North Ninth Street, and has taken possession. Mr. Gamber will continue the business at the old stand.

Linton, N. D.—Mott & Marsh, a Hardware firm, will dissolve partnership by mutual consent.

Little Rock, Ark.—D. F. S. Galloway has purchased the interest of W. H. Ellis of the firm of Gowdy & Ellis, 601 Main Street, thereby changing the style of the firm to Gowdy & Galloway. The new firm proposes to conduct a strictly up-to-date Hardware store.

Marquette, Mich.—The Kelly Hardware Company has moved to the Adams Block on South Front Street.

Masontown, Pa.—W. S. Honsaker has bought the Hardware store of Rolley & Co.

Moosic, Pa.—John Harkness has bought out the Hardware store formerly owned by John Coons.

New Castle, Pa.—Wirsing Bros. & Hainer have just completed remodeling the interior of their store. They now have an establishment, complete in every detail, and one which will compare favorably with any Hardware store in Western Pennsylvania.

New Rochelle, N. Y.—S. E. T. Harding, who up to the present date managed the New Rochelle Hardware Store, located on Lawton Street, has removed to 206 Main Street, where he has consolidated with the "Bargain Store." The New Rochelle Hardware Company opened their new store May 1st with a full line of Hardware oils and paints.

Saunemin, Ill.—M. L. Paddock has sold his Hardware and implement stock to Eggenberger & Co., of Emington, who have taken possession.

Shelburn, Ind.—De Lashmutt, Mills & De Lashmutt is the new firm that will succeed J. P. Siner in the Hardware business.

South Kaukauna, Wis.—The Hardware store conducted by Butler Bros., in the Kuehn Block, has been sold to Rube Whittier, Sr., and Adolph Nommensen, possession to be given at once. The store will be restocked and a large line of staple Hardware will be carried by the new firm.

Stella, Neb.—G. F. Leming has sold his Hardware business to Sidney Timerman, who takes possession at once.

Vanderbilt, Pa.—F. E. Oglevee has succeeded the old firm of Oglevee & Bute.

Youngstown, Ohio.—The Morris Hardware Company has increased its capital stock from $200,000 to $350,000.

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Uniform Impression
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69th to 70th Streets and
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THE HAMMOND TYPEWRITER

THE HIGHEST MARK

of efficiency and popular favor has been attained by Savage Rifles. Discriminating sportsmen everywhere are pleased with them, particularly with our

Model 1903 .22 Caliber Repeater



Take advantage of the demand our extensive advertising campaign will create and carry in stock the best selling high grade rifles in the market.

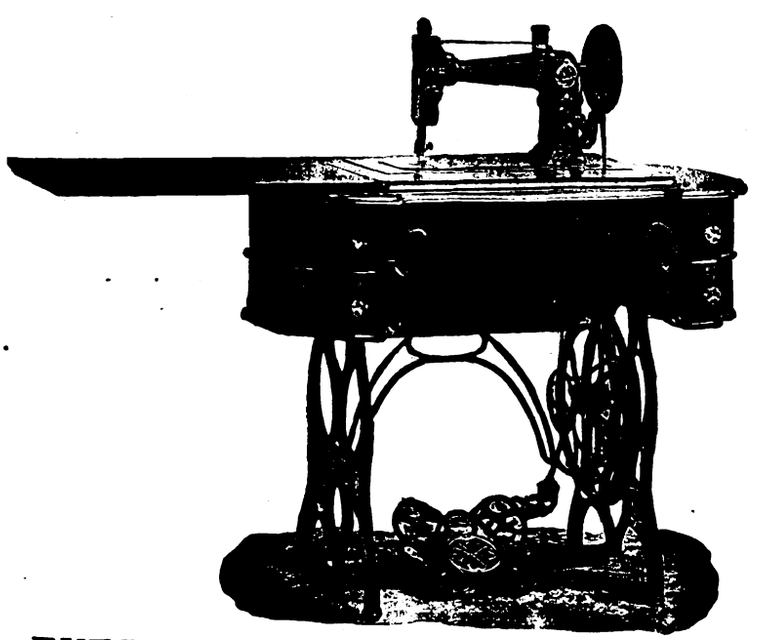
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We have built up our business by maintaining prices that give to the dealer a legitimate profit on every Savage rifle he sells.

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UTICA, N. Y., U. S. A.
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EVERYBODY KNOWS IT AND RESPECTS IT

Send for Quotations to "The Eldredge," Belvidere, Ills.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Beaver Falls, Pa.—The Keystone Wire Matting Company has been incorporated. Capital stock $25,000.

Chicago, Ill.—Klahre Manufacturing Company has been incorporated; capital, $2,400; manufacturing tools; incorporators: C. C. Reckitt, Gustav Klahre, T. R. Ferris.

Grand Rapids, Mich.—H. Leonard & Sons has been incorporated. Capital stock $200,000. Incorporators are: President, F. E. Leonard; vice-president, H. C. Leonard; treasurer, C. H. Leonard. E. B. Cutler, who has been connected with the company for some time, will buy stock in the corporation and will be chosen secretary.

Grand Rapids, Mich.—The Grand Rapids Refrigerator Company has been incorporated. The company is capitalized at $150,000, all of which is paid in cash. Officers have been elected as follows: President, C. I. Leonard; vice-president, F. E. Leonard; treasurer, H. C. Leonard; secretary, F. A. Harvey.

Harvard, Ill.—The Adjustable Wrench and Specialty Manufacturing Company has been incorporated; capital, $100,000; manufacturing Hardware; incorporators: P. M. Knippenberg, F. W. Hahn, L. J. Husson.

Lancaster, Pa.—The Safe Padlock and Hardware Company has been incorporated. Capital stock, $75,000. The stockholders and directors are: D. F. Buchmiller, Lloyd B. Hershey and Jacob B. Amwake. Mr. Hershey is the treasurer.

Lestershire, N. Y.—The Lestershire Tinware Company has been incorporated with a capital stock of $10,000. The directors are: J. W. Lilley and J. M. Kennedy, of Lestershire, and A. L. Dickinson, of Binghamton. The company will make and sell tinware.

Newark, N. J.—The Newark Brush Company has been incorporated; capital, $125,000. Incorporators: Edward E. Gnichtel, Frederick W. Gnichtel, and G. A. Schwedes.

Omaha, Neb.—The Valley Machine Company is incorporated by George E. Fisher, C. F. Aney, N. J. Strong, E. D. Fisher, W. F. Schmaedocke, H. G. Fisher and T. G. Bristow for the purpose of conducting a wholesale and retail implement business at Underwood, this county. The capital stock is placed at $25,000. This company absorbs the machine and implement business of Fisher & Aney.

Oshkosh, Wis.—The Oshkosh Hardware Manufacturing Company has been incorporated; capital stock, $150,000. Incorporators: Edgar P. Sawyer, Charles W. Radford, John Challoner, James H. Wall and George Hilton.

Palmyra, N. Y.—The Barren sanitary water cooler, an invention of George Barren, has been purchased by Rochester and Buffalo capitalists, who will at once begin manufacturing on a large scale. The plant is located at the corner of Market and Canal Streets in this city, and is already equipped and ready for business.

San Diego, Cal.—William E. Smythe is president of the Hudson Tool Company, recently incorporated under California laws, with an authorized capital of $200,000. The company has valuable patents covering a variety of wrenches, including one for automobile uses. The company has as yet made no decision as to its location, which will probably be in the East. It has taken out a number of patents in foreign countries. The company's charter provides for home offices in San Diego and Los Angeles, and it may be possible to establish a factory on this coast as well as in the East.

Sidney, Ohio.—The Sidney Tool Company has been incorporated with a capital stock of $25,000. Incorporators: J. O. Amos, E. J. Griffis, W. H. Wagner, I. H. Thedieck, W. B. McCabe and G. H. Dickas.

South Bend, Ind.—Albert P. Sibley, E. E. Sibley, O. W. Sibley, William Holland and Cyrus S. Workinger have incorporated the Sibley Machine Tool Company, with a capital stock of $70,000.

Washington, D. C.—Hydro Carbon Oil Burner Company has been incorporated; $200,000; by James R. Porter, Eugene Schooley, and J. L. Cohencious.

Changes.

Alexandria, Ind.—The Kelley ax plant will begin preparations for removal of machinery on July 1. The company will locate at Charleston, W. Va.

Anderson, Ind.—Improvements that will largely increase the capacity of the local plant of the Nicholson File Company are approaching completion, which will make the local works the largest west of Pittsburg for manufacturing files. The file plant for many years located at Beaver Falls, Pa., is being consolidated with the works here.

Anniston, Ala.—The City Hardware Company has leased the building on the alley nearly in the rear of their store, and will operate a harness factory on a large scale there. An electric motor to furnish the power has been ordered and all the machinery is expected to be in and the factory in operation by the first of June. The harness will be put on the wholesale market and drummers will cover a wide section of country exclusively for this industry.

Baltimore, Md.—Plans have been completed for another large building to be erected at the new plant of the William J. Hooper Manufacturing Company, makers of nets and twines. Part of the plant is well under way, and the new building, which will be used as a tar house, will be of brick construction, containing two stories. It will be 30 feet wide by 123 feet in length. The new tar house will cost $20,000.

Charleroi, Pa.—The Hussey-Binn Shovel Company has about completed its additions to its plant, which will give added capacity to the works and place the company on a better footing than ever. The additions include a rolling mill and stamping mill, and the capacity of the works will be so much enlarged that additional men will have to be employed.

Dwight, Ill.—The plant of the Adjustable Wrench and Specialty Mfg. Co. has been removed to Harvard. R. A. Gefke has purchased an interest in the business.

Erie, Pa.—The Eriez Stove Company will build a new factory on the south side of Twentieth between Holland and German Streets. It will be a two-story frame building, and will cost $2,500.

Lebanon, Pa.—Will S. Ritchie has sold his washing machine business to Frank E. Day, of Greencastle. Mr. Day will manufacture the machines in his factory at Greencastle, and expects to push their sale. The sale of the business includes the transfer of the patents on the machine.

Los Angeles, Cal.—Arrangements have been perfected by the California Moline Plow Company to improve the lot lately purchased on the south side of First Street, between Central Avenue and San Pedro Street. The lot is 50 by 208 feet in size, and the building will be arranged for warehouse and salesroom.

New Castle, Ind.—A deal has been closed whereby New Castle secures the nail factory of the Chicago Steel Manufacturing Company. The plant will be constructed in proximity to the plant of the Indiana rolling mill, and will use steel from the latter in the manufacture of nails. The plant will have ten thousand feet of floor space and will employ one hundred hands the year round.

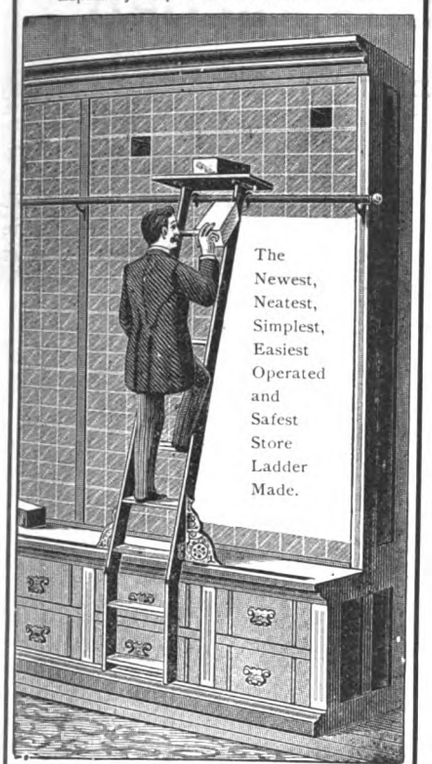
New York, N. Y.—Stransky & Co., importers of enameled ware, have moved from 9-11 Murray Street to 29-31 Cliff Street.

PATENTS
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DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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The BICYCLE STEP LADDER.

Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.

WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO. ILL

TRADE NOTE

St. Paul, Minn.—The Lamb Lumber Co., at Fifth and Exchange Streets, have now added a line of Builders' Hardware. They have so arranged this line in a beautiful sample room that the customer can see at a glance every item needed in the furnishing of a first-class structure, business or residence. It has required months of effort to secure, arrange and equip this Hardware sample room.

Don't Pay
For The
Black Kid

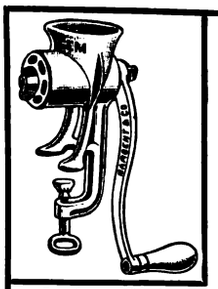


STOVE POLISH
if not the best you ever used.

If we did not have absolute confiden e in the Polish we certainly could not afford to give this guarantee. The only Turpentine polish on the market. Put up in 5 lb. cans.

Ask for Booklet and Prices.

NICKLE PLATE STOVE POLISH CO.,
CHICAGO, U. S. A.



The good points of the GEM are worth considering

Here they are:

It is nicely tinned—will not rust. It chops—does not tear, mash, squeeze, grind. It chops meat, both raw and cooked. It chops fruits, vegetables and all other foods. It is easy to operate. It is easy to adjust. It is easy to clean. It is easy to take apart and put together. There are few parts. Nothing to get out of order. It has four cutters for cutting in pieces of various sizes. The cutters are made of steel; they cannot break. The cutters are self-sharpening. Three sizes of choppers are made. Nut-Butter Cutter packed with family sizes. The two larger sizes can be used with sausage stuffer attachment.

The COMBINATION OF THESE FEATURES MAKES
Sargent's Gem Food Chopper

a household utensil that no woman can afford to be without; housekeepers everywhere are recognizing the value of the Gem and using it in their kitchens. How about those in your vicinity? **Sell the Gem to them; it will pay you.** If you haven't seen the Gem-Chopper Cook Book we would be glad to send you a copy.

SARGENT & COMPANY, Manufacturers,
New Haven, Conn. New York Chicago Philadelphia Boston

BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



BLACK SILK STOVE POLISH IS BLACK

BLACK SILK STOVE POLISH—PASTE OR LIQUID
BLACK SILK STEEL RANGE GLOSS

For Grates, Fenders, Stove Pipes, Registers, Hods, Sinks, Oil and Gas Stoves. Will stand any degree of cold and is not affected by heat; most brilliant and lasting enamel for iron ever made.

WHITE SILK METAL POLISH

For Cleaning and Polishing Brass, Copper, Zinc, Tin, Nickel and Silver, Harness Trimmings, etc.

These goods are NOT sold to Mail Order Houses or Department Stores. Trade of Hardware Jobbers and Retailers solicited.

Manufactured by
BLACK SILK STOVE POLISH WORKS
STERLING, ILL.

PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
N° E 90 AS SHOWN 24 Lbs.
N° T 90 WITH TIN SCOOP.
N° 92½ BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.



Mr. Hardware Dealer

The Plymouth Mfg. Co., Plymouth, Ohio, will be glad to have your request for information as to

The Four-Leaf Clover Cream Separator

and its merits as a MONEY MAKER FOR YOU INDIVIDUALLY.

The Four-Leaf Clover Separator is being extensively advertised in an interesting manner, and this advertising is being reflected by steadily increasing call for this Separator. It possesses so many really new and valuable features, that the volume of sales is growing in a phenomenal manner. We have an interesting catalogue we will send you telling all about it.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Angola, N. Y.—The Emblem Mfg. Co. has been incorporated for the manufacture of Emblem bicycles Capital stock, $40,000. The incorporators are: W. G. Schack, and others, formerly connected with the Day Mfg. Co.

Glenville, Ohio.—W. C. Nichols has opened a shop at 3440 St. Clair Street for general repairing of bicycles, stoves, etc.

Cleveland, Ohio.—Berg Automobile Co. have sold their entire business to a new corporation, composed of the principals of the Worthington Automobile Co., but who will continue the business under the old name.

Cleveland, Ohio.—Owing to the demand for White touring cars in the district around Orange, N. J., the White Sewing Machine Co. has opened a branch at 19 Railroad Place, Brick Church, in charge of Benjamin F. Adams.

Colorado Springs, Col.—Colorado Springs Auto Company has been sold to G. J. and O. M. Schwabach.

Rochester, Minn.—The Conly Camera Company, doing business in Spring Valley, will move its plant to this city by July 1. The large building on West College Street has been purchased for the concern. Forty persons will be employed in the factory.

Minneapolis, Minn.—Haynes Automobile Company have removed to 44 South Seventh Street.

Nazareth, Pa.—Wm. Friebely has sold his bicycle business to Lewis Wunderly.

New York, N. Y.—Owing to increased business, the Auto. Supply Company have removed from Broadway and Fiftieth Street to 1662 Broadway.

Passaic, N. J.—George de W. Brown has purchased the building at the corner of Howe Avenue and Prospect Street, where he has opened a modern garage. He has been established 10 years and was formerly located at 271 Main Avenue and 178 Prospect Street. He has the agencies for the Autocar, Cadillac, and Oldsmobile.

Philadelphia, Pa.—Aukland Cycle and Auto Co. have removed to 310 Jackson Boulevard. Chicago, Ill.

Changes.

Bath, N. Y.—The Reliance Motor Cycle Company has purchased the business of the Empire State Cycle Company.

Boston, Mass.—A. J. Coburn, agent for the Cameron car, has removed from 147 Columbus Avenue to Park Square Auto Station.

Boston, Mass.—Boston Automobile Exchange have moved from 73 Scotia Street to 173-175-177 Berkeley Street.

Boston, Mass.—Columbia Lubricants Co. has removed from 66 Stanhope Street to 59 Long Wharf.

Brockton, Mass.—Brockton Auto Co. have sold out to the United Auto Co.

Buffalo, N. Y.—W. C. Jaynes Auto. Company have removed to their new garage on Main Street.

Caribou, Me.—The firm of Irving & Ricker have secured the agency of the Rambler automobile, which they will handle at their place of business on Sweden Street. They will also handle the National, Stevens-Duryea, and Peerless gasoline automobiles.

Chicago, Ill.—C. A. Coey & Co., 5311-13 Cottage Grove Avenue are adding automobile supplies to their business and are laying in a complete line.

Chicago, Ill.—Dan Canary Automobile Co. will move from 521 Wabash Avenue to the corner of Wabash Avenue and Hubbard Court.

Miscellaneous.

Milwaukee, Wis.—Fifteen Milwaukee Cycle dealers on May 8th formed a temporary organization in the office of the Milwaukee Cycle Supply Company, and a trade organization probably will be effected soon. Temporary officers were elected as follows: President, August Mueller; secretary, F. J. Huennekens. It was decided to run a fourteen mile road race on June 19, as one of the means to arouse interest in cycling. No definite plans have yet been made to further the objects of the association.

Philadelphia, Pa.—Wm. Sauter, of Edward K. Tryon, Jr., & Co., has been elected a member of the Executive Committee of the National Cycle Trade Association, succeeding Geo. W. Nock, who recently resigned.

New York, N. Y.—A. Schrader's Sons, Nos. 50-52 Rose Street, manufacturers of the Schrader Universal tire valve, has been incorporated, with $400,000 capital stock. The directors are: George H. F. Schrader, Charles K. Cole and Mrs. Charles Schweinhert.

Springfield, Mass.—C. M. Decker has opened a bicycle and repair shop on Steuben Street.

Syracuse, N. Y.—E. C. Davis has opened a branch bicycle repair shop at Waterloo.

Wallingford, Conn.—The Barber-Ennever Company has been incorporated. Capital stock, $3,000. The corporation will deal in sporting goods, etc. Daniel L. Barber, Edwin J. Ennever and Emma J. Barber, all of Wallingford, are the incorporators named.

Washington, D. C.—Automobile Storage and Repair Company has been incorporated. F. B. and Ed. L. Weston will continue with the new concern.

Washington, D. C.—The Anglo-American Arms and Ammunition Company has been incorporated. Incorporators: D. S. Fletcher, N. A. Smith and E. J. Dimmick.

HARDWARE MANUFACTURERS' RECORD (Continued)

Changes.

Condersport, Pa.—G. H. Doane has again become the sole owner of the Hardware business of Doane & Barnes, he buying the interest which has been owned by W. J. Barnes for a few years back.

Reading, Pa.—The Consolidated Hardware Company, recently formed here with a capital of $3,000,000, has purchased the National Brass and Iron Works, buying its preferred stock of $350,000 and wiping out the common stock of $200,000. The Consolidated had previously bought control in the Reading Hardware Works, the Keystone Hardware Works, and the Reading Machine and Screw Works, employing all together 1800 hands; and it is reaching out for others.

Reading, Pa.—The Mt. Penn Stove Works will erect a three-story warehouse on 3d Street between L. V. R. R. and Greenwich Street.

Wichita, Kan.—The Reversible Self-Sharpening Plow-share Company will soon install a plant here for the manufacture of their shares. The backers of the company are Wichita business men. The plant will cost $16,000.

York City, Pa.—Constantly increasing trade has necessitated the New York Wire Cloth Company again to have its mammoth plant in the East end enlarged. The new building will be about 60x 25 feet. The most important of the improvements will be made on the western end of the plant. One section of the one-story "L" shape building will be enlarged to twice its present capacity. The remodeled structure when completed, will be about 113x52 feet and will be two-stories in height.

Springfield, Ohio.—The Bettendorf Metal Wheel Company has commenced upon extensive improvements to its plant so as to secure additional room and facilities for taking care of its increased business.

St. Louis, Mo.—The St. Louis Screw Company has increased its capital stock from $60,000 to $200,000.

Swanton, O.—The Pilliod Lumber Company has put in a new handle factory at the mill and is now making from two to three thousand handles a day.

Toledo, Ohio.—The Ohio Steel Wheelbarrow Company will build a one-story brick factory on its property, between Depot Street and Swan Creek. The structure will be 100x40 feet. J. F. Zahm is president, and G. C. Cone secretary of the company.

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THE NEW

"INVINCIBLE"

Patent Cork Puller

WITH SELF-CENTERING SAFETY BOTTLE GRIP

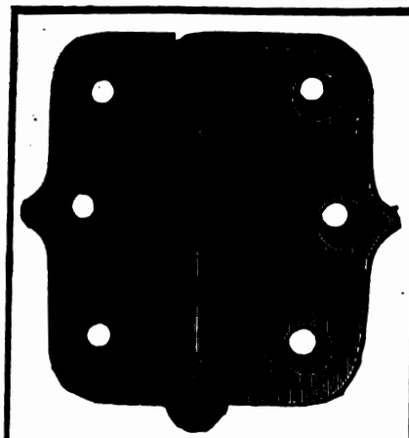
QUICK — STRONG — RELIABLE

Draws and strips cork in one single operation of handle. No cork can ever remain inside. No mistake possible in operation. No tearing of corks. No breakage of screws or bottles. Made in both nickel plate and bronze finish.

HUGO REISINGER, Manufacturer
11 Broadway, NEW YORK



BEST BAR PULLER MADE



Grasp It, Mr. Retailer

When you have an opportunity of selling bent railings or special work of any kind in your locality forward us the specifications.

We manufacture Bent Brass Railings and Grill Work for Offices, Stores and Saloons and supply Brass, Bronze and Iron Hardware, Refrigerator Trimmings, Latches, Hinges, Hooks, etc. Write for our 1904 Catalogue.

Western Brass Mfg. Co.
63-65 South Canal St., Chicago, Ill.

PUT IT WHERE IT'S GET-AT-ABLE.

Customers are attracted by the handsome show card on which these Punches are displayed and the accurate make and beautiful finish of this little necessity sells them on sight.

Retail Price, 25c.



***The* National Card Punch**

A convenient Punch to carry on the key chain for marking Books, Cards, Tags, Poultry, etc. Sample by mail to trade on request.

MATT REDLINGER, - FREEPORT, ILL.

Don't **MUTILATE** your papers with pins or fasteners but use the . . .



"GEM" PAPER CLIP.

Only satisfactory device for the temporary attachment of all kinds of papers. Quickly applied and removed. Adopted by leading corporations as being without an equal. Samples free.

Price, 15 cents per box of 100.

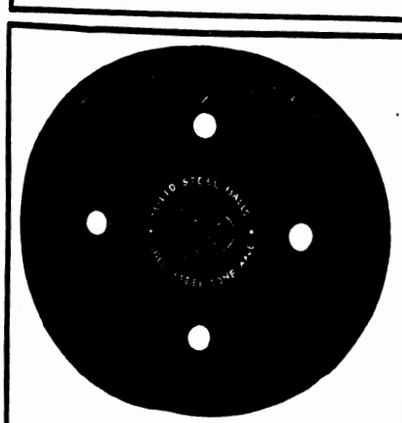
BUSHMAN & DENISON. Mfrs. 240-2 W. 22d St., N.Y.

Our Catalogue is "Our Drummer."

It lists the largest line of general merchandise in the world, and is of special interest to hardware dealers. Its prices cannot be duplicated by any other house. It is free to any hardware merchant. Ask for catalogue CC461. : : : : :

BUTLER BROTHERS,

NEW YORK. CHICAGO. ST. LOUIS.



"GRAND RAPIDS" BALL-BEARING

All Steel Sash Pulleys are the only steel sash pulleys made with solid steel balls running on a turned steel axle.

Every dealer should write for free sample and prices. We are the largest makers of sash pulleys in the world. The "GRAND RAPIDS" are the largest sellers. Get the genuine.

Grand Rapids Hardware Company
19 Pearl St. Grand Rapids, Michigan.

WINTERTON METAL POLISH

FOUR GRADES.

One for Old Brass,
One for Hot Brass,
One for Bright Iron.
Also Liquid Polish.

W. W. CALLERY & CO.,
PITTSBURG, PA.

Screen Doors

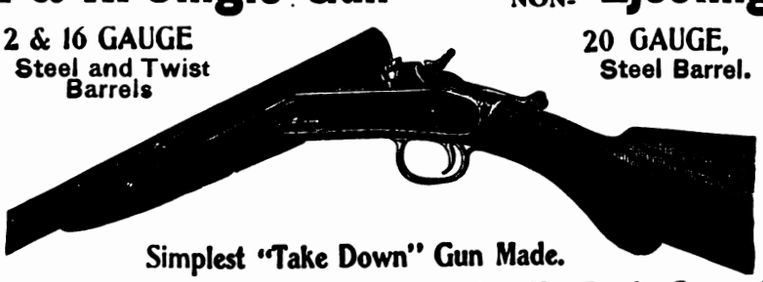
Window Screens, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.

THE A. J. PHILLIPS CO.
FENTON, MICH.

H. & R. Single Gun AUTOMATIC AND NON- **Ejecting.**

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.

Catalog on Request. **WORCESTER, MASS.**

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Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad received less than three lines.*

Salesman Wanted.

FIRST-CLASS SALESMAN on salary and commission, to sell modern line of stoves, gasoline and oil goods and sheet metal ware at popular prices, direct from manufacturers to the trade in Illinois; a bright, earnest worker with good, hard sense will find this the greatest opportunity ever offered. A. J. Lindemann & Hoverson Company, Milwaukee, Wis.

Salesman Wanted.

SALESMAN calling on the Hardware trade and general merchants in the following states: Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Texas, Mississippi, Louisiana, Tennessee and Kentucky to handle cartridges on commission basis of 5 per cent. A. R. S.. care HARDWARE.

WANTED—A competent salesman to sell splendid specialty to jobbing trade and retail trade. Jobbing trade preferred Good seller. C. A. Peck Hardware Co. Berlin, Wis.

Agents Wanted,

THE PUBLISHERS OF HARDWARE want Agents everywhere to solicit subscriptions. We pay liberal commission and in many ways assist our representatives in getting business.

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York.

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING Co.,
309 Broadway, New York

For Sale.

50 new cold weld seamless steel pressure tanks (20 gallons capacity, tested to 200 lbs) each complete with double acting liquid or air pump, valves and pressure gauge; guaranteed to be in perfect condition—never used; cost each $25; will sell the lot $12 each. Address "A. P." HARDWARE.

HARDWARE and Stove Business for sale. About $5,000.00 stock centrally located at future county seat of the great Imperial Valley. Most promising irrigated district in the west, doing good business now. Reasons for sale, poor health and other matters requiring attention. Address, Wilber Clark, Imperial, Cal.

Business Opportunity.

You can keep up-to-date in business methods, prices, and everything else pertaining to the Hardware business, by reading each issue of "HARDWARE" carefully. **$1.00 for 24 Numbers.**

Business Opportunity.

HARDWARE BUSINESS FOR SALE. $9,000 to $11,000, located midway between New York & Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owners desire to retire. Write for particulars. Address Hardware and Stoves, care of HARDWARE PUBLISHING Co., New York, N. Y.

Salesman Wanted

EXPERIENCED SALESMAN in Builders' Hardware and Mechanic's Tools. Must have the best of references. Address with full particulars J. W. C. Care of HARDWARE.

THE YANKEES IN JAPAN.

The Japanese are now among our best customers. They had practically no foreign trade a generation ago, but they now buy and sell to the extent of a half billion dollars a year. Their purchases of foreign goods amount to 280 millions, and one-seventh of them come from the United States. British India sells Japan as much as we do, and Great Britain more. Germany and China rank about even, but both are far behind the United States.

During a visit to Tokyo some years ago in a talk with the premier, Count Ito, about the chances of American enterprises there, he said that the trade with the United States would increase and suggested that Americans should establish factories in Japan to supply the Chinese market. He said that property would be safer there than in China and the labor could be handled much better. As an evidence of the growth of manufacturing he said that twenty years ago the Japanese spinning was all done on old-fashioned wheels and by hand. It is now performed with the best of modern machinery.

Japan has now sixty cotton mills in which seventy thousand hands are employed. There are more than fifty thousand women at work in the factories. A large number of machine shops have been established and all sorts of work is done in iron and steel.

The Japanese are growing rich. They have banks everywhere with heavy deposits. One of their statisticians estimates the present wealth of the country at about $8,000,000, which is an enormous sum for an Asiatic land of that size.

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TRADE MARKS, TRADE NAMES BRANDS CLASSIFIED LIST

BELLS

"STERLING"

N. N. HILL BRASS CO.

EAST HAMPTON, CT.

BLOCKS, TACKLE

REGISTERED TRADE MARK

BOSTON & LOCKPORT BLOCK CO.

Boston, New York, Lockport.

CAN OPENERS

TRADE "COLUMBIA" MARK

A. F. Meisselbach & Bro.

NEWARK, N. J.

CEILINGS--STEEL

METAL CANTON CEILINGS

IN BEAUTIFUL DESIGNS

CANTON Steel Roofing Co.

Canton, O.

CHAIN

"TRIUMPH"

BRIDGEPORT CHAIN Co.

BRIDGEPORT, CT.

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The Chas. Parker Co.

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"NATIONAL"

NATIONAL CUTLERY Co.

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POCKET KNIVES

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"BIGELOW" FAULTLESS WIRE FLY KILLER

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"STANDARD"

W. L. BARRETT

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HACK SAWS

"UNIVERSAL"

West Haven Mfg. Co.

WEST HAVEN, CT.

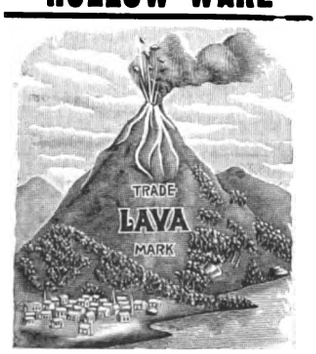
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RE & Co.

RUSSELL & ERWIN MFG. CO.

NEW BRITAIN, CT.

HOLLOW WARE



"LAVA" AND "VOLCANIC" Enameled Cooking Utensils.

THE CLEVELAND STAMPING & TOOL CO.

CLEVELAND, O.

HOISTS

BAILEY PORTABLE HOISTS

JAMES P. DUNN, Mfr.

983 Superior St.,
CLEVELAND, O.

JACKS

"SEARLS"

AUTOMOBILE and CARRIAGE JACKS

JERSEY BRAKE CO., Inc.

NEWARK, N. J.

MECHANIC'S TOOLS

FINE TOOLS and HARDWARE SPECIALTIES

SAWYER TOOL MFG. CO.,

FITCHBURG, MASS. U. S. A

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BE WISE

The Gobeille Pattern Co. Cleveland, Ohio.

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TRADE B MARK REGISTERED

BARNES TOOL CO.

NEW HAVEN, CT.

REFRIGERATORS

BALDWIN DRY AIR REFRIGERATOR

BALDWIN DRY AIR Refrigerators

Cat. No. 46

BALDWIN Refrigerator Co.

246 Lake St.
Burlington, Vt.

SASH PULLEYS

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SASH PULLEYS

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FRANK B. SLOAN & CO.

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SCREW PLATES

Holroyd & Co.

ESTABLISHED 1847

Stocks and Dies, Screw Plates, Taps and Dies for all use.

WATERFORD, N. Y.

Little Giant.

SCREW PLATES

Taps and Dies — Bolt or Pipe

Wells Brothers Company

GREENFIELD, MASS.

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CHICAGO SPRING BUTT CO.

CHICAGO

STORE FIXTURES

"RIVERSIDE"

CABINETS and SHELVING

H. O. AMUNDSON

ALEXANDRIA, MINN.

PERFECT SHELF BOXES FOR HARDWARE SHELVES

CHARLES P. MOORE,

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WASHING MACHINES



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Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE **American Steel Roofing Co.**

Middletown, O.



AMES SWORD CO.,

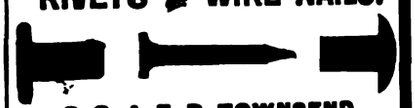
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Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. *Send for Catalogue.*

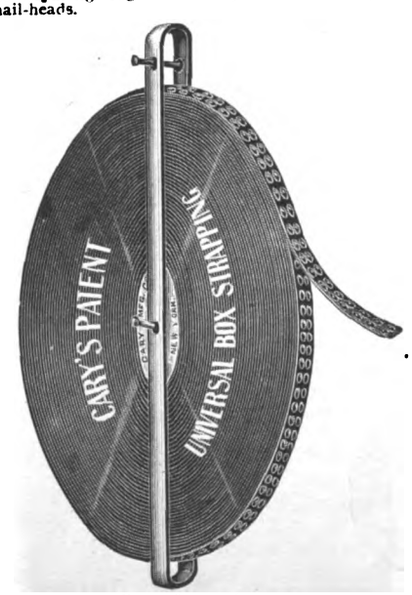
RIVETS & WIRE NAILS.



O. O. & E. P. TOWNSEND,
New Brighton, Pens.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



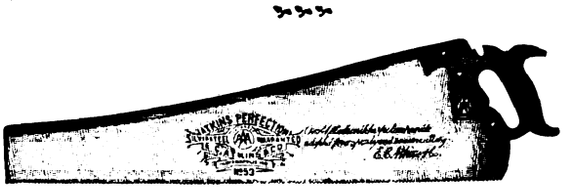
Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

BUILD UP YOUR SAW TRADE.

You can easily do it if you handle **Atkins High Grade Silver Steel Hand Saws.** Their superiority and fine cutting qualities have firmly established an enviable reputation among carpenters and users of hand and small saws. First class mechanics prefer them for fine work above all others.

ATKINS ALWAYS AHEAD!



Atkins High Grade Silver Steel Hand Saws excel in Material, Temper, Workmanship, Design and Finish. Nothing overlooked in manufacture that adds quality to the saw.

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Branch Houses:
New York City, 64 Reade Street.
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Portland, Ore.
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Toronto, Ont., 30 Front St., East.

Factories and Home Offices,
INDIANAPOLIS,
Ind.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 84@ 85c
F. L.....per M 40@ 45c
Q. E.....per M 50@ 52c
Musket.....per M 62@ 68c

PRIMERS—

Berdan Primers $1.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....90%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all ganges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge. 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 25 lb bag.....2 25

GUN WADS—Ⓟ 1000—

B. E., 11 up	$ 60	15%
B. E., 9 & 10	.70	
B. E., 8	.80	
B. E., 7	.80	
P. E., 11 up	1.00	
P. E., 9 & 10	1.25	
P. E., 8	1.50	
P. E., 7	1.50	

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tool Co.: Ⓟ doz
Hawkeye.....$3.25
Western.....3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz. pair net.....$2 00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1 00
Kohler's: Ⓟ gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net, 7.20
Belt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8½@8¾c
Eagle Anvils, Ⓟ lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits } 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 80 40&7½&10%
Nobles Double Spur, No. 82...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 80.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonner's Adjustable..$10.50@11.00
Hibbard's Adjustable..Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, Ⓟ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$2.75@3.00
German Pattern, net.....$1 00@2 25
Mayhew's Diamond Ⓟ doz. $1.25..40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....50%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....85c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch Ⓟ doz.....$1.00
Stanley Rule & Level:
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, Ⓟ doz. $7.50; No. 20, Ⓟ doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....50%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Stanley's Excelsior, No. 1. $7.50; No. 2. $4.00; No. 3, $5.50...30&10%

Axes—

First quality, best brands..$6.50to9.75
Ice, Bradleys.....80%
Bradley's wide bit, net.....$10.50
Long Island, net.....9.25

HATCHETS—

Hunt's Underhill's or Blood's.....40&10%
Plumb's:
Shingling, etc.....33⅓&5%
Broad and Bb'l.....33⅓&5%
Boys Axes.....33⅓&5%
D. Simmons & Co.:
Broad, Shingling and Claw, Lath, Hunters', etc., Picks and Mattocks } 50&5%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " ".....25 "
10 " firkins (6 in case)..$1.20 "
25 " ".....2.75 "
50 " kegs.....5.00 "
100 " ".....9 00 "
200 " ½ hbls } .08½lb
375 400 lb " }

Balances—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C..50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....50%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....40@40%
Tinned, each, $10.50.....45@40%

Bells—

HAND

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@33⅓&10
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....75%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's List....70@70&10%

Bellows—

Blacksmiths'.....70@70&10
Hand.....33&10%
Moulders'.....35@10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched...45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	11¾c
Pure Manila	12½c

Bit Holders—

Angular.....45%
Extension:
Barber's, Ⓟ doz. $15.00.....45@50%
Ives' Ⓟ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..Ⓟ doz. $3.00.....33⅓%
Excelsior Ⓟ doz. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity Ⓟ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Hartz' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves. 70&10%
Iron Strapped, Lig Vitae Sheaves...60%
Rope Strapped, Japan'd Sheaves. 65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@10%
Wrought Barrel Bol's, Griffin's 75&10%
Wrought Square.....50@50&10%
Wrought Shutter, Standard list. 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list. 50@50&10%
Wr't Sunk Flush, Stanley's list. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Pl in Nuts.....75&5%
Machine, Plain Nuts.....75&5@75&10%
Carriage, Common.....70&10@75%
Phila., Eagle, list May 24, '99.....80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99. 72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND FLUE—

Flue.....60%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills.

Enterprise.....35@30%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....20&10%
Ives.....35&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		30&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Scrapers—
Bradley's.....20%

Box Strapping—
Cary Mfg. Co's, in case lots:
"Universal,".....90&10&10&10
Standard Metal Strap Co's:
Eclipse.....20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&10%
No. 208½@214½.....50&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....0&10@60%

Brackets—
Brackets, Griffins Folding.....70&10%
Brackets, Griffin's Pressed Steel.....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases.....80&10%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list.....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co.....25&10%

Bracket Sets—
Millers Falls Co.....33⅓& 10

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's.....₩ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—
Standard. List, June 24,1903.90@90&10%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....35%
Plumbs.....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—
Ordinary Black Handle.....35%
Humason & Beckley's.....40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—

BRASS—
Wrought Brass, list Sept. '96.30@30&10%

CAST IRON—
Loose Joint.....70@70&10%
Loose Joint, Japanned.....70@70&10%
Loose Joint, Jap. with Acorns.....70@70&10%
Loose Pin.....70@70&10%
Mayer's Hinges.....70@70&10%
Parliament Butts.....70@70&10%
Fast Joint, Broad.....50@50&10%
Fast Joint, Narrow.....50@50&10%

WROUGHT STEEL—
Table and Back Flaps.....75%
Narrow and Broad.....75%
Inside Blind.....75&10%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....66⅔%
Japanned, Ball Tip Butts.....70&10%
Bronzed Wrt. Nar. and In-Inside Blind Butts.....55&10%
Extra 10% to 10&10

Calipers—
Bemis & Call:
Double.....65%
Inside and Outside.....65%

Can Openers—
American.....₩ gross, $1.75@$2.00
Goodell's Acme.....₩ gross, 6.00
Hopper's.....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix.....4 %
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel..₩ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25;
No. 3, $2.50.....75&10%
Universal, ₩ dos., $3.00.....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel.....75%
Plate.....60@60&5%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent's.....70&10%
Weltons.....70&10%

Chain—
American Coil and HalterChains:
"American".....40@45&t%
"Niagara".....45@50&5%
"Eureka".....45@50&4%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
9-16	$3.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3 60
⅞	3.55
⅞	3.50
1	3.40

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain...
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain....
Covert Mfg. Co., Stallion Chain..
} 40%
Galvanized Pump Chain.....4¼@4¾c
German Coil, list July 24, '97...60&10@60&10&10%
German Halter Chain, list July 24, '97 60,10&10%
Jack Chain, Iron...60&10@60,&10&10%
Jack Chain, Brass..60&10@60,&10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains:
New List.....60@60&10%
Bridgeport Trace chains.....65%
Stake " 65%
Heel " 20%

COW TIES—
American.....45@50%
Niagara.....45&5&50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....40&5%
Sisal.....20%

Chain Guards—
Aluminum S. & N. Co.....50

Carpet Stretchers—
Montross' "Excelsior,"...₩ dos., $6.00.....80%
Bullard's.....33⅓%
Cast Iron Steel Points.....₩ doz...80c
Socket.....₩ dos., $1.75@$2.00

Carpet Sweepers— ₩ dos.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel.....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned.....20 00
Marion Queen, Roller Bearing Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel.....20 00
Perpetual, Regular Bearings... 18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise.....25@30%
Goodell's Family.....net ₩ dos. $5.00

Chisel and File Handles—
See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Standard Makes.....70%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels.....30&10%
Tanged Gouges.....40&10%
Tanged Firmers'.....40%&10%
Tanged Gouges.....40%
L. & I. J. White,.....25&5%

COLD CHISELS—
Good quality, ₩ lb.....15@18c
Snell's Best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk— ₩ dos
Challenge Shank.....$3.25
Star Shank.....4.00
Star Socket.....4.25

Clippers—

HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century.....20%

Coffee Mills—
Box and Side.....60%
Enterprise Mfg. Co.....25@30
Lane Bro's Co.....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers.....25%
Rivet Sets.....30%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson.....₩ doz $10.00

Corn Hooks— ₩ dos
Kretsinger Cut Easy.....$3.00 net

Corn Knives and Cutters
Bradley's.....net
Wadsworth's.....net $1.50

Countersinks—
Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List.....30%
Dixons: ₩ gro.
Eclipse.....7 in. $3.75 9 in. $4.88
Emerald.....5.00
Oriole.....5.00
Rainbow.....3.12
Solid.....7.50
Tailors, Black $5.62. Red & Blue $9.00

Curry Combs—
Kohler's.....40%
The Metal Stamping Co. Ideal,...30&10%
Perfect.....40%
Rubber, ₩ dos. $7.50.....30&10%
Southington Cutlery Co.'s.....35&10%

Cutlery—
Fosters, Pocket.....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40&10%
Walter B. Stevens & Son:
Brass.....40%
Embossed Glit.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....50&10@60%
Home.....50&10
Ogden's.....33⅓&40%
Pullman's Screen.....₩ dos. net $4.50

Door Holders—
Empire.....50%

Door Springs—
Gem (Coil), list Oct. '95.....30%
Perfect.....65&10&10
Pullman, Coil.....30%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in. ₩ doz., net..$1.35
" " 48 in. " " 2 50
Victor, Coil.....50&10&10%

Drain Cleaners—
Iwan's Adjustable.....55%
Iwan's Stationary.....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg. Co., list.....75&10%
Sargent's List.....60

Drawing Knives—
Adjustable Handle.....$2@25&10%
Bradley's.....40&5%
Jennings & Griffin.....65&2&10%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $8.00.15&10%
Stearns' Bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00 Adjustable No. 10, $12.00.....33⅓%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg.....30%
Enterprise Mfg. Co.....25@30%

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Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ₱ lb.....10c
No. 54 to 150, ₱ lb.....10c } 20%
Flour, ₱ lb.....8c

Escutcheons—

Wood.....20%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₱ doz.

"Challenge".....$3.00
Popes.....8.00
Wilkinson's.....$3.00 net
Westerholm's.....$3.25

Faucets—

Brass Globe Cocks.....65@65&10%
Brass Racking.....65@65&10%
Compression Bibbs.....65@65&10%
Compression Bibbs with flange. 65&10%
Lever Handle Bibbs, Gr. Ky.
Rgh.....65&10@70%
Fin.....65@65&10%
Frary's Iron Petroleum....60@60&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₱ doz. $36.00.....40%
Lanes.....$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American.....75&5%
Arcade.....75&5%
J. Barton Smith.....75&5%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75%
Great Western.....75&5%
Kearney & Foot.....75&5%
Mc Clellan.....75&5%
Nicholson.....70&10%
Nicholson's X. F. Files.....30@30&10%
Royal.....80@80&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Filters—

Acorn..... 50%
Pulper's Natural Stone...$3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₱ doz. $78.00
Level Winding Steel Pivot Reel ₱ doz. $66.00
Auto Even Spooler.....₱ doz. 30.00
Gun Cleaner.....₱ doz. 4.20
Lightening Fish Scaler..₱ doz. 3.00
Fish Hook Shield.....₱ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%

Forks—

Geneva:
Two-Tine Hay and Boy....50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines.....50&10&5%
Four-Tine Hay.....66⅔%
Long-Three Tine, Grain, &c....65%
Long Four Tine Header, &c.....65%
Alfalfa, Deep Dish Header.....65%
Three-Tine Baler.....65%
Four-Tine Baler.....65%
Barley and Grain.....60&20%
Champion Hay.....66⅔%
Champion Manure.....60&15&2½%
Champion Header.....65%
Four-Tine Manure.....60&15&2½%
Five and Six Tine Manure 66⅔&2½%
Spading Forks.....70&2½%
Potato Digging.....60&10%
Baling Press.....60&12½%
Stable and Fish.....50&10&5%

HEAVY FORKS—

Vegetable Scoop, Sugar Beet, Barn, Sluice, Cotton Seed, Coal and Coke, Stone, Tanners', Shaving, Oyster } 40&10%

Fruit, Wine and Jelly Presses.

Enterprise.....20@25%

Fry Pans—

Standard List.....70&10

No.	0	1	2	3	4
₱ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₱ doz.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disstons' Mortise.....70%
Marking, Mortise, etc...50&10@50&10&10%
Stanley's.....20@20&10&10%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morse's.....25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₱ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots—

Enameled.....40%
Tinned.....85%

Graters—

Enterprise.....25@30%

Graphite, Lubricating.

Dixon's Pure Flake
682— 1 lb. cans,.....20 cts. ea.
683— 5 " screw top tin cans, 85 cts. ea.
684— 10 " " " $1.60 "
644— 25 " boxes,.....15 cts. lb.
645— 50 " " .....14½ cts. lb
646—100 " kegs,.....14 cts. lb.
647—350 " barrels,.....12 cts. lb.

Grindstone Fixtures—

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₱ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters.....40&5%
Sisal Rope.....30%
Web Halters.....45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail.....50%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack.....₱ doz. net $1.50
Maydole's.....33⅓&5@40&10%
Sargent's New List.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....40&5%
Engineers' and B. S. Hand, 50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb.....70&2½%
3 to 5 lb.....70&12½%
Over 5 lb.....
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's.....₱ doz.,$15.00

Handles—

WOOD—

Auger, assorted.....₱ gr. $2.75@3.00
Auger, large.....₱ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32⅛.....40%
Axe, Pick, etc.....50@5&10
Bliss Mfg. Co.
Chisel, Brad Awl, File, Auger, Soldering Iron } 25@33⅓%
Brad Awl.....₱ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ₱ doz., net 1.50
File, assorted.....₱ gr. $1.12@1.25
Firmer Chisel, Apple, assorted, ₱ gr. $2.25@2.75
Hammer, Hatchet.....50&10@60%
Hoe, Rake and Fork.....60@60&5%
"Simplicity" File Handles, ₱ gr. $.90@1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles....60%

CROSS-CUT SAW HANDLES—

Atkins.....40%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door—

Old Pattern.....60&10%
New England.....66⅔@70%
Lane's Covered.....50&10&10%
Lane's Hinge Pattern..net $7.20 ₱ doz.
Lane's:
Standard.....50&10&10&5
Special.....50&10&10&5
Track for same.....₱ 100 ft. net,$3.75
Cronk's:
Nos. 1, 1½, 2 & 3.....60&10%
Nos. 11, 13.....70%
Nos. 21, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₱ dozen pairs.....60&10%
Myers' Stay-on.....50&10%
Wilcox's New Century.....50&10&10%

Hangers, Garment.

Pullman's.....₱ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard.....net, $3.35
Ball Bearing.....4.15
New Model.....3.85
New Champion.....2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B4388, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each.....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1703, with two adjustable center shelves, run. ft., $3 75; net each.....22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each.....20.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's.....50%
McKinney's "Perfect," $1.10 ₱ doz.50%
Wrought.....85&10@90%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track.....$7.00
Myers Unloader, Wood Track..7.00
Comb. Car, Double Steel T.....7.00
Comb. Car, Wood Track.....7.00
Rev. Car., Double Steel Track.7.00
Rev. Car., Wood Track.....7.00
Myers Unloader, Cable.....7.00
Myers Unloader, Single Rail....7.00
Sure Grip Sling Car, Steel or Wood Track.....12.00
Double Rail Steel Track, complete with clamps.....₱ ft....20
Single Rail Steel Track complete with clamps.....₱ ft. .90
D. H. Fork Steel Regular...each, 1.60
Nellis Fork.....each, 3.00
Double Grapple Fork.....each, 7.00
Sprout's Shear Fork, each.....$1.50
Walker Fork, each.....2.50
Common 6 in. Wood Sheave Pulley, Fig. 483.....₱ doz. 3.90
Faultless Steel Frame K. P. Pulley, Fig. 435.....₱ doz. 4 00
Faultless Steel Frame 6 in. Plain Pulley, Fig 485.....₱ doz. 3.50
Malleable Frame K. P. Pulleys, Fig. 676.....₱ doz. 4.60
Reed Wood Frame, Pulley with Hook, Fig. 484.....₱ doz. 4.00
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz.....3.50
Floor Pulley, Wood Sheave, Fig. 486.....₱ doz. 4.50
Hanging Hooks for Double Steel Track.....₱ doz. 1.40
Hanging Hooks for Single Steel Track.....₱ doz. 1.40
Hanging Hooks for Wood Track, 10 in.....₱ doz. 1.00
Hanging Hooks for Wood Track, 16 in.....₱ doz. 1.80
Floor Hooks ¾ in.....₱ doz. 1.40
Malleable Rafter Brackets, ₱ doz. .70
Wrought Rafter Brackets ₱ doz .70
Rope Hitch.....₱ doz. 3.20
Discount on above, 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge, ₱ doz. net $9.50
Iwan's Hay, Imp. Serrated ₱ doz. net.....$10.00
Kohlers, Hay, Sickle edge per doz. net $10
Auburn Straw.....40&10%
Weymouth, Pat.....65&5%
Wadsworth's.....40&10%

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net.....$8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₱ lb, 5½c. / 14 to 20 in., ₱ lb, 5½c. / 22 to 36 in., ₱ lb, 5c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges	80&5%
Heavy Strap Hinges	80&20&10%
Light T Hinges	75&10&5%
Heavy T Hinges	75&5%
Extra Heavy T Hinges	80&20%
Hinge Hasps	70%
Corrugated Heavy Strap	80&20&10%
Corrugated Ex. Heavy T	80&20

Extra 10%&10&5

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges.....40%
Bardsley's Patent Checking.....15%
Chicago.....35%
Niles Manuf'g Co.....30%

GATE HINGES—

Clark's, Nos. 1, 2, 3.....50&10@60&10%
N. E., ₱ doz. $7.80.....60%
N. E., Reversible, ₱ doz. $5.60.....60%
N. Y. State, ₱ doz. $4.90.....60%
Western, ₱ doz. $4.20.....60%

BLIND HINGES—

Parker.....70&10%
Sargent's, Nos. 1, 3, 5, 11, 13.....70&10%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₱ doz. sets.30&10%

Hitching Cords—

Covert Mfg. Co.....45%
" " " .....
Hitchers Stall.....35%

Hoes—

Columbian, Field and Washington Co.....70&10%
Meadow and Rhode Island.....75%
Ladies', Boys' and Toy.....70&12½%
Onion, Turnip and Nursery..66⅔&12½%
Street and Mortar.....70&10&10%
Blackland or Southern Meadow..75&5%
Geneva Planters'.....75&12½%
Straight Shank Planters....75&10&7½%
Mississippi Planters'.....75&10&7½%
Geneva Cotton.....70&10&10%
Ladies' Cotton.....75&7½%
Cotton Chopper.....75&12½%
Rough and Ready Cotton.....75&10%
Weeding Hoes.....66⅔&15%
Turf Edgers.....50&15%

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Hollow Augers—

See Augers and Bits.

Hollow Ware—

ENAMELED—

Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.

Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad;
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%

STOVE HOLLOW-WARE—

Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $3.50

WHITE ENAMELED WARE—

Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

AGRICULTURAL—

Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%

BUSH—

Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%

CAST IRON—

Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@60&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton.....₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods

MEAT—

Enterprise.....40%
Humason & Beckley, New List .85&10%

WIRE—

Atlas Coat and Hat.....45%
Atlas, New List, Single cases.....70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme 50&10@50 &10&5%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%
Wire Coat and Hat, Standard.....45%

MISCELLANEOUS—

Belt.....75&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's.....60%
Gronks Grass:.....₩ doz. $3.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—

See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
Anchor & New Haven	Nos. 6	7	8	9	10	40%
	23c	21c	20c	19c	18c	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K.	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	80&10%
Essex	28c	26c	25c	24c	23c	40&10@60%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₩ lb						12c.
Northwestern	26c	23c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓&5%
Valean	23c	21c	20c	19c	18c	25&10%
Western						9½c net

Horse Shoes—

F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg.....3 75

Horse Ties—

Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45@50
Sisal.....20

Hose, Rubber—

Boston Belting Co.:
"Boston".....60&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.

Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—

Copeland Ice Pick.....₩ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders

Enterprise, No. 33. ₩ doz. $6.00.. 25@20%
No. 34. ₩ doz. 15.00.. 25@30%

Jack Chain—

See Chain.

Jacks—

See Wagon Jacks.

Jack Screws—

See Screws

Kettles—

Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—

Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—

Wadsworth.....40&10%

Knife Sharpeners—

Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—

Bardsley's Wood Door Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead. ₩ gr.....$1.25@1.50
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.

C. T. Ham, Class A. B. C. & D. 40&10%

Latches ₩ doz.

Cronk's Barn Door.....Net, $2.00

Lawn Mowers—

Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—

Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

No. 1.	No. 2.	No. 3.
₩ doz. $12.00	$15.00	$24.00.....90%

Kobler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₩ doz

Ulrich Mfg. Co.....$85.00

Leads—

Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20

Lead Pipe, Etc. ₩ lb

Bar Lead.....5¾@6c
Block Tin Pipe.....40c
Lead Pipe, full lengths.....5to5¼
Lead Pipe, Tin Lined.....12c
Sheet Lead, full rolls.....6c

Lemon Squeezers.

Berger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40.....30%
Hotchkiss, Straight Flush, ₩ doz. $9.60
Jennings' Star.....₩ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....
Porc. Lined, Wood.....₩ doz.
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Letter Box Plates—

Sargent's.....50@50&10%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design.....25&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 90 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....20&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.

Lockwood Mfg. Co.....40%
R & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....40&10%

CABINET—

Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—

Acme Bicycle and Satchel, ₩ doz., $9 00.....40%
Ames Sword Co.....40%
Brown's Brass.....33⅓%
Brown's Chain.....33⅓%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25&10%
Eagle.....25&10%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Hickory.....45@25&5%
Lignumvitæ.....45@25&5%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—

Cronk's Garden.....33⅓%
Regular Goods.....70%@70&10%

Meat Cutters—

American.....30%

Nos.	1	2	3	4	5	6
Each	$5	$7	$10	$25	$50	$60

Dixon's.....₩ doz. 33⅓&5%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$3.75	$6	$4.50	$6

Little Giant.....33⅓@40

Nos	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ₩ doz.....30&10@40%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—

Enterprise.....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.: ₩ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—

Monroe's Patent.....₩ doz. $400,40%
Sargent's.....60@60&10%

Mitre Boxes—

C. E. Jennings & Co.....25&10%
Seavey's, ₩ doz. $30.....40%

Motors—

COFFEE MILL—

Specialty Novelty Co.....: each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.

Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85&10@20%

PICTURE—

Niles' Patent.....40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—

"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen. 2.00

Nail Pullers—

Ajax, 5 lbs.....₩ doz. net $7.50
Black Hawk, ₩ doz.....$9.00
Cyclops.....40&10%
Cronk's.....₩ doz. net $12.00
Eclipse.....₩ doz. 00, 25&10&10%
Eureka, No. 74.....doz. net $8.50
Eureka, No. 75.....doz. net 8.00
Giant, No. 1, ₩ doz. $18.00 No. 1½, $16.50; No. 2, $15.00.....80&5%
Lightning.....₩ doz. $18.00, 20%
National.....₩ doz. $4.00, 40%
Pelican.....₩ doz. $9.00, 40@40&10%

Nail Sets -

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:

Octagon	₩ gr... $5 25
Corrugated	6.75
Knurled	6.75@7 50

Nippers—

Acme.....80%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers— ₩ gro.

Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..40%

Nuts—

Cold Punched:

	Off list
Mfrs. or U. S. Standard.	
Square, Plain	$5.10
Hexagon, Plain	5.80
Square, C. T. & R.	5.80
Hexagon, C. T. & R.	6.00

Hot Pressed:

Mfrs. U. S. or Nar. Gauge Stan'd.	
Square, Blank	6.00
Hexagon, Blank	6.50
Square, Tapped	6.00
Hexagon, Tapped	6.50

Oilers—

Brass and Copper,.....80&10

Tin or Steel ₩ doz.

Cushman & Denison's:
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.80
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7@70&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—

AXE STONES—

Pikes
Hindostan Large Axe..8 c per lb.
" Small " ..10 c " "
Queer Creek Axe....20 c " "
} 40%

OIL STONES—

Pikes'
Lily White Washita....60 c ₩ lb.
Rosy Red " ....60 c " "
Extra " ....60 c " "
No. 1 " ....40 c " "
No. 2 " ....30 c " "
Lily White " Round, Edge Slips.....90 " "
No. 1 Washita, Round Edge Slips.....70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, ... (20c ₩ lb
Chocolate " ... (50c " "
Regular Hindostan ..... (8c " "
Small Hindostan ..... (10c " " } 40%

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet Red ..... 50&10%
Pure Packing "Excelsior" 60%
Extra 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 9c@10c
Cotton Packing ..... 13c@14c
Italian Packing ..... 10½c@12c
Jute ..... 5c@6½c
Russian Packing ..... 12c@13½c

Padlocks—
See Locks.

Parers—

APPLE— ₩ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7 50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 7s 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00

POTATO— ₩ doz.
Saratoga $7.00
White Mountain 6.00

Pencils

Dixon's: ₩ gro.
Carpenter's ..... $2.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.87
Colored Lumber 9.00
Black Artists 9 37
Colored ..... $4.38@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumbs:
Railroad or Adze Eye ..... 60&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co. ..... 50&10%
Molding 33⅓%

IRON PLANES—
Chaplin's Iron Planes ..... 50&10
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 50&10&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%

PLANE IRONS—
Auburn "Thistle" .. } 30&5@30&10&5%
Ohio ..... }
Sandusky ..... }
Buck Bros 30%
Butcher's ..... $5.00@5.25 to 2
C. E. Jennings & Co. ..... 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button ..... 70&10@75%
Carew's Pat. Wire Cutters 25%
Cronk & Carrier:
Pliers
No. 1 ..... 60&10%
30 ..... net, $9.00
40 ..... 75%
50 ..... 60%
60 ..... 40%
70 ..... 50%
80 ..... 40%
88 ..... 40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 30&10&30&10&10%
Stanley's Duplex ..... 20@20&10&10%
Wood's Extension Sight 25@25&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 30%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 33⅓@40%
U. S. Metal Polish Paste, 8-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.8

½-lb. boxes, ₩ doz 1.25
1-lb. boxes, ₩ doz 2.25
U. S. Liquid, 8-oz cans, ₩ doz ... 1.35
₩ gross 12.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 8.00

Polish, Stove—
Dixon's Plumbago ..... ₩ lb
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Gem ..... ₩ gro. 4 50, 10%

Poppers, Corn—
Square, ... ₩ doz. ₩ gro
1 qt ..... $ 9 00
1½ qt 11.00
2 qt 13.50

Post Hole Diggers— ₩ doz.
Disston's Samson Digger $84.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 9.50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 18.00
New Champion ..... " " 5.50
Rival ..... " " 7 50
Ryan's ..... ₩ doz. $30.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $8.25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net ... $5.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle, ... net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand ..... ₩ doz. net $6 50
Atlas Pattern ..... ₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ... ₩ doz. $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears ..... 6 & 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P. S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel 50%
"Grand Rapids" all steel 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3.75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $6.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70 ..... 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ₩ doz., $12.00 ..... 40%
Side, Anti Friction 50%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz. $7.50
Mechanical, net per doz. 7.50

F. E. Myers & Bro. Low List:
No. 1, Fig. 386, 8 in. Shallow Well Pump $13.00
No. 8, Fig. 388, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 391, 3 inch Deep or Shallow Well Pump 15.00
No. 22, Fig. 398, 3 in. Deep Well Pump 17.00
No. 50, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 80, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 3½ in. Deep Well Pump 15.00
No. 73, Fig. 333, 3 in. Deep Well Pump 15.00
No. 103, Fig. 448, 3 inch Lift Pump 9.00
No. 106, Fig. 448, 3½ in. Lift Pump 11.00
No. 128, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 265, Fig. 388, Windmill Pump 13.50
No 265, Fig. 408, Windmill Pump 16 00
No. 340, Fig. 406, Regulator Pump 28.00
No. 309, Fig. 477, Spray Pump, complete 11.50
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump ..... net, 5.00
No. 320, Fig. 493, Bucket Spray Pump ..... net, 2.00

Punches—
Hemis & Call Co.'s:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%

Rail—

	½	⅝	¾
Barn Door, Light, In.			
₩ 100 feet	$1.40	1.55	2.60

Barn Door, "None Better" No. 1, ₩ foot 5½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c 70%
Carrier Steel Rail, ₩ foot 4½c
Cronk's: ₩ foot
O. N. T. Style, No. 18 ..... 8½c
Double Braced 8½c
Lane's:
O. N. T. 1 in. ..... net, $3.00
O. N. T. 1½ in ..... net, 3.75
Stowell's Wrought Steel 35%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 5½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb, 35c ..... 10@60%
Victor Track Rail, 7c ₩ ft. .60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 80%
Anti-Clog Lawn 75%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers:
Net
Lawn Queen 20, $3.45
" " 24, 3.60
Jumbo Lawn 36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden 10th 2.21
" " 12th 2.40
" " 14th 2.64
" " 16th 2.88
Geneva Garden and Gravel 70%
Geneva Weldless Garden ..... 75&15%
*Toy Shank, Steel 70%
*Mall. Heavy Braced Curved ... 70&10%
*Mall. Light Braced Straight .. 70&10%
*Mall. Heavy Sgl. Shank " ... 70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Westenholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, July 1, 1903:
Black Japanned .... } 70 to 75%
White Japanned .. }
Bronzed Finishes .. }
Electro-Plated ..... }
Nickel Plated .... }
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs ..... 50&10@60%
Hose with Burrs ..... 50&10@60%

IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners' 75%
Miscellaneous 75%

Rivet Sets—
Regular List 70%

Rollers Stay.
Cronk's:

No.	50,	55,	56,	60,	65
₩ doz.	1.00	.60	.75	.75	.90 cts

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger 18to22c
Medium ..... 16@18c
¼ in. and larger .....
Common ..... 12@12c
Jute Rope:
A grade 6½c
C grade 6
Manila:
7-16 in. and larger ..... 12 c
⅜ in 12½c
¼ and 5-16 in ..... 13 c
Sisal:
7-16 in. and larger ..... 8½@9½c
⅜ in ..... 9@10c
¼ and 5-16 in ..... 9½@10½c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&5%@60&10&5%
Ivory ..... 35&10@35&10&10%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's. 50&10%@50&10&5%

Sad Irons—

DOVER ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases ... ₩ 100 lbs $2.75
Bronze Finished in Cases" ... 3.15
Aluminum Finish " " " ... 2.95
Full Nickel " " " ... 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. .20@5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel. ..... 70&10%

Sand and Emery Paper and Cloth—

	List.
Baeder, Adamson & Co.'s:	
Emery Cloth	50&10&10%
Garnet Paper	30%
Flint and Emery Paper ..	50&10&10%

Sash Balances—
Caldwell Mfg. Co 50%
Victor Bronze 75%
Victor Steel 70%

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co. 70%
Pullman Bronze 70%
" Cop Steel ..... 70&10&10%
Royal Metal ..... 65&5%
Steel B. C. Co ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 15c
Common India ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India ..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab ..... ₩ lb 40c
A Quality, White ..... ₩ lb 35c
B Quality, Drab ..... ₩ lb 35c
B Quality, White ..... ₩ lb 30c

Sash Fasteners.
Ives "Crescent" 50%
Imperial 33⅓%
Sash Rollers 70%
Ives Casement Fasteners 40%
Champion 50%
Monitor, Steel 25%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 50%
Champion Side 60%
Ives' Patent:
Wrought Metal 35%
Cast Metal 62½%
Window Ventilating Lock 60%
Payson's Signal 80%

Sash Weights—
Ton lots at factory $25.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co. ..... 25@25&7½%
National Specialty Mfg. Co. 30%

Saws—
Atkins:
Band 2 to 14 in. Wide 50
Band ½ to 2-18 in. Wide 60

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¾ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....35%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 14, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00
₩ doz.....30%

Saw Frames

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets -

Atkins:
Criterion Saw Sets.....₩ doz. $6.00
Excelsior Saw Tools.....₩ doz 6.00
Disston's Monarch. Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. net $8.50
"Royal".....₩ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ₩ dos.....$4.75
Stillmans.....₩ doz. 1.00
Taintors Positive $18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....30%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.70
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz. $2.00
Box, 3 Handle.....₩ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz. $3.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₩ doz. $2.50

Screens—

DOOR—

Phillips: ₩ doz.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛-in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....60&5&2½%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01..₩ doz. $6.00 net
Electric Spiral No. 02..₩ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co.'s:
No. 1 Forg. Blade..50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ₩ dos...60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles...60&10%
No. 66.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Balsley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....80%
Brass, Round Head.....80%
Iron, Flat Head.....80%
Iron, Round Head.....80%

COACH, LAG AND HAND RAIL -

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ₩ doz.
Wadsworth's:
Natural Finish, Grass
Polished Blade, Grass
Painted or Bronzed, Grass } 20%
Clipper, Grain
Weed and Bush

Scythe Rifles.

3- foot.....$10.00 ₩ gro. } 40%
4- " .....$12.00 " " }

Scythe Stones.

No 1 Indian Pond....$7 00 ₩ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " "
Green Mountains... 6.00 " " } 40%
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "

Seeders—

Raisin, Enterprise.....35@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....30%

Sheaves -

SLIDING DOOR—

Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@30%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine..₩ gross, $10@$11.50

Skate Sharpeners—

Eureka.....₩ doz. $1.75; ₩ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x8, 30x9....55%
Kraut Cutters, 36x12, 40x13.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....₩ gro. $16.50@$20.00
2 Knives.....₩ gro. 22.50@ 20.00
Kraut Cutters.....50%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....35%

Smiths' Bellows -

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Buckle Snaps.40%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%
Double for Bits or Trace Carrier..45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5%
Rope Snaps.....40%
Yankee Snaps.....30&5%

Scythe Snaths—

National Snath Co:.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

₩ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
TrySquare and T Bevel 60&10&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 80c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....30%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj. Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....30&10%@30 0&10 &1

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&20%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....90&10&10%
Shade, in dozens.....60%
Shade, in bulk.....

Tack Pullers

Columbia, No. 1, ₩ doz., net.....$5.00
Columbia, No. 2, ₩ doz., net.....1.65
Little Jack.....₩ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....50%
Steel.....33⅓@40%
Chesterman.....25@25&5%
Kenffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara ℔0&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ℔100.....net, $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....℔ doz 1.25, ℔ gro. 12 00
Harper.....℔ doz. 1.40, ℔ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@7t &5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 10%
Mouse, Wood, Choker, ℔ doz. holes, 9c

Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ℔ doz...$12.00
No. 3, Rat, ℔ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ℔ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ℔ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ℔ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ℔ gro., $15.00; No. 2, ℔ gro.....net$15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ℔ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Koblers:
Mat. Hdl. Jap.....℔ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....40%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....℔ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....9@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 80.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 80 " " ...67½
Nos. 19 to 80 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....90&10%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....30%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....℔ doz. $1.50

Wrenches—

Agricultural.....80&5%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Machinists.....66⅔%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar. .60@65@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....65%
Stillson Pipe.....30&10%
Taylor Pipe and Nut.....60%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 43c
Linseed, City, Boiled, in barrels, ℔ gal. 45c
Out of Town on Spot.....℔ gal. 42c
Calcutta, Raw, in barrels.....℔ gal. 65c
Lard, Prime City.....℔ gal.....61@62c
Lard, Extra, No. 1.....51@52c
Lard, No. 2.....39@40c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $19.00@$21.00
Barytes, American Floated, ℔ ton, $19.00@$20.00
Barytes, Crude.....℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7c
In lots of 500 lbs. and over.....℔ lb. 6½c
White Lead, Eng., in Oil..℔ lb. 8½@9¼c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....1¾@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....58@ 58½c
In machine bbls.....58½@ 59c

Dry Colors—

	℔ lb
Blue, Chinese	30 @35 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	5 @20 c
Sienna, Italian, burnt & powdered	1½@10 c
Sienna, Italian, raw & powdered	8½@ 7½c
Umber, Turkey, burnt	2½@ 8½c
Umber, Turkey, raw	2½@ 8½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	13½@14½c
Indian Red, American	8 @ 8½c
Indian Red, English	4½@ 8½c

Colors in Oil—

Black Lampblack, best	13 @15
Black Lampblack, common	8 @10 c
Blue, Chinese	35 @40 c
Blue, Prussian	32 @35 c
Blue, Ultramarine	14 @18 c
Sienna, burnt	11 @13 c
Sienna, raw	11 @13 c
Umber, burnt	11 @13 c
Umber, raw	10 @13 c
Brown, Vandyke	10 @13 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

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Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.
Ad. School of Instruction.
Charles Austin Bates, New York.
Agricultural Implements
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Alcohol Lamps
Glogau & Co., Chicago, Ill.
Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.
Animal Pokes.
American Fork and Hoe Co, Cleveland, O.
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Magnolia Metal Co., New York.
Anti Rattlers.
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Alfred Field & Co., New York
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Goodell Company, Antrim, N. H
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Sargent & Co., New York.
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Geneva Tool Co., Geneva, O.
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Brass Goods Mfg. Co., Brooklyn, N.Y.
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Standard Metal Strap Co. New York
Box Straps.
Cary Mfg Co New York
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Sargent & Co., New York
The H. H. Mayhew Co, Shelburne Falls, Mass.
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Griffin Mfg Co., Erie, Pa.
Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
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L. & I. J. White Co., Buffalo, N. Y.
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John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

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Enterprise Mfg. Co of Pa., Philadelphia.
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Thomson Drop Forge Co., Plantsville, Ct
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Drawer Pulls.
Griffin Mfg Co., Erie, Pa.
Champion Safety Lock Co., Geneva, Ohio.
Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.
Drawing Knives.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.
Drills, Bench.
Chandler & Farquhar, Boston, Mass. (See Twist Drills.)
Drills, Blacksmiths', Etc.
Sargent & Co., New York.
Dripping Pans.
The Bronson Walton Co., Cleveland, O
Drop Forgings.
Thomson Drop Forge Co., Plantsville, Ct.
Dumb Waiters.
Kimball Bros. Co., Council Bluffs Iowa
Storm Mfg. Co., Newark, N. J.
Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa.
Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.
Electric Bells and Supplies.
John H. Graham & Co., New York.
Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
Storm Mfg. Co., Newark, N. J.
Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Emery Paper and Cloth.
Baeder & Adamson Co., Phila. and New York
Emery Wheels.
Pike Mfg Co., Pike Station, N. H.
Envelope and Stamp Lubricators.
Pelouze Scale & Mfg. Co., Chicago.
Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.
Export Agents.
John H Graham & Co., New York.
Fans, Electric, Water Motor, etc.
D. L. Bates & Bro., Dayton, Ohio.
Specialty Mfg. Co. Indianapolis, In
Farm Fencing.
New Jersey Wire Cloth Co., Trenton and New York.
Farming Tools.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co, Geneva, O.
Faucets, Metal.
John H. Graham & Co., New York.
Faucets, Wood.
John Sommer's Son, Newark, N. J.
Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Frankfort Iron Fence Works, Frankfort, Ind
Van Dorn Iron Works Co., Cleveland, Ohio
Stewart Iron Works Co., Cincinnati, Ohio.
Field Hoes.
Geneva Tool Co., Geneva, O.
Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I
Filters.
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.
Fire Pots.
Clayton & Lambert Mfg. Co., Detroit, Mich.
Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa
Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.
Flint Paper.
Baeder & Adamson Co., Phila. and New York.
Floor Plates.
American Tube and Stamping Co, Bridgeport, Conn.
Folding Tables.
Udell Works, Indianapolis, Ind.
Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.
Forgings (Automobile)
Thomson Drop Forge Co., Plantsville, Ct.
Forgings, Carriage.
Columbus Bolt Works, Columbus, O.
Forgings (Special)
Thomson Drop Forge Co., Plantsville, Ct.
Frame Pulleys.
Sargent & Co., New York.
Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.
Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.
Galvanized Wire.
Fuller Bros. & Co., New York.
Garden Hoes.
American Fork and Hoe Co, Cleveland, O
Geneva Tool Co., Geneva, O.
Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Garnet Paper.
Baeder & Adamson Co., Phila. and New York.
Gasoline Arc Lamps.
Standard Gas Lamp Co., Chicago, Ill.
Gasoline Lighting System.
Standard Gas Lamp Co., Chicago, Ill.
Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Gas Stoves.
Glogan & Co., Chicago, Ill.
Taylor & Boggis Foundry Co., Cleveland, O.
Gauges.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Gauges, Butt.
Stanley Rule and Level Co., New York.
Gimlets.
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.
Glass Cutters.
The H. H. Mayhew Co., Shelburne Falls Mass
Glass Water Coolers.
Appert Glass Co., New York.
Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.
Grain Cradles.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Grain and Barley Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.
Grass Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Grates.
Blacklock Foundry, South Pittsburgh, Tenn.
Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.
Guns.
Alfred Field & Co., New York.
Hack Saws.
Diamond Saw & Stamping Works, Buffalo, N. Y.
E. C. Atkins & Co., Indianapolis and New York.
Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago
Halter Chains.
Covert Mfg. Co., West Troy, N. Y.
Hack Saw Blades.
Diamond Saw & Stamping Works, Buffalo, N. Y.
E. C. Atkins & Co., Indianapolis and New York.
Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y
Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.
Hand Elevators.
Storm Mfg. Co., Newark, N. J.
Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.
Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.
J. E. Porter Co., Ottawa, Ill.
Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland Ohio.
Hangers, Parlor Door.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wi
Lane Bros. Co. Poughkeepsie, N. Y.
Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.
Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Mfrs' Agents, Etc.
John H. Graham & Co, New York.
Robert Murray, New York.
Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Harness Dressing.
Frank Miller Co., New York, N. Y
Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.
Hasps and Staples.
Griffin Mfg Co., Erie, Pa
McKinney Mfg. Co., Allegheny. Pa
Hatchets.
Peck Edge Tool Co., Cohoes, N. Y.
Hay Carriers.
J. E. Porter Co., Ottawa, Ill.
Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.
J. E. Porter Co., Ottawa, Ill.
Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
J. E. Porter Co., Ottawa, Ill.
Hay Slings.
J. E. Porter Co., Ottawa, Ill.
Header Forks.
Geneva Tool Co., Geneva, O.
Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.
Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.
Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.
Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.
Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.
Horse Clipping Machine
American Shearer Mfg. Co., Nashua, N. H.
Horse Mowers.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Horse Nails.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co., Neponset, Boston, Mass.
Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila, Pa.
Nicholson File Co., Providence, R. I.
Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio
Hose, Rubber.
F. E. Myers & Bro., Ashland Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J
Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Ice Chisels
John Chatillon & Sons, New York.
Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Specialty Mfg. Co. Indianapolis, Ind.
Ice Creepers.
Edwin B. Stimpson & Son, New York
Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W. H. Anderson & Sons, Inc., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wm. T. Wood & Co., Arlington, Mass.
Incubators.
Reliable Incubator & Brooder Co. Quincy, Ill.
Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.
Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.
Iron Fences.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Stewart Iron Works Co., Cincinnati, Ohio.
Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H. Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
Stewart Iron Works Co., Cincinnati, Ohio.
Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.
Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.
"Japalac."
Glidden Varnish Co,, Cleveland, O.
Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.
Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.
Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.
Lamps, Bicycle.
John H. Graham & Co., New York.
Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.
Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Lawn Mowers.
Philadelphia Lawn Mower Co., Philadelphia, Pa
Coldwell Lawn Mower Co., Newburgh, N. Y.
Lawn Rakes.
Geneva Tool Co., Geneva, O.
Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.
Matt. Redlinger, Freeport, Ill.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Lighting System, Gasoline.
Standard Gas Lamp Co., Chicago, Ill.

Liquid Fillers.
E. E. Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co, New York and Jersey City, N. J.

Machine Knives.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
Signal Mail Box Co., Joliet, Ill.
C. G. Folsom South Bend Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Specialty Mfg. Co. Indianapolis, Ind.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Miniature Tools
Davison Mfg. Co., Brooklyn, N. Y.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co, New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.
Rockford Tack & Nail Co., Rockford, Ill.

Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport. Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston. Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport. Conn.
Walworth Manufacturing Co., Boston. Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport. Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York
Alfred Field & Co., New York

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J

Polishes, Liquid.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York.
Whittemore Bros. & Co., Boston, Mass.

Polishes, Paste.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa
H. L. Feasil Co., New York.
Geo W. Huffman, Indianapolis, Ind. and New York
Whittemore Bros. & Co., Boston, Mass.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
Rockford Tack & Nail Co. Rockford Ill.

Potato Hooks
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
ew Jersey Wire Cloth Co., New York. Trenton, Chicago, San Francisco.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H. H. Mayhew Co., Shelburne Falls, Mass

Punches, Card.
Matt. Redlinger, Freeport, Ill,

Punches, Spring.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva O.

Quick Shifts.
Fernald Mfg. Co, North East, Pa.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.

Razors.
Alfred Field & Co., New York.
Joseph Rodgers & Sons, New York and Sheffield, England.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razors, Safety.
Kampfe Brothers, New York.
Gem Cutlery Co. New York.

Razor Strops.
American Razor Strop Co., Fremont, Ohio.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark N. J

Refrigerator Catches.
Western Brass Mfg. Works, Chicago, Ill.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifflers.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.

Riveting Machines.
F. B. Shuster Co., New Haven, Conn.
F. H. Smith Mfg Co., Chicago, Ill.

Roasters and Bakers.
The Bronson Walton Co., Cleveland, O.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co, Jersey City, N. J.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.

Rope Reels.
Udell Works, Indianapolis, Ind.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners.
Champion Safety Lock Co., Geneva, Ohio.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts.
Champion Safety Lock Co, Geneva, Ohio.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co, New Haven, Conn.

Sash Pulleys.
Grand Rapids Hardware Co., Grand Rapids, Mich.
Sargent & Co., New York.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa, Philadelphia.
Sargent & Co., New York.

Saws.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.

Saw Sets.
E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
Chas. Morrill, New York.

Saw Tools.
E. C. Atkins Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse N. Y.

Screen Doors.
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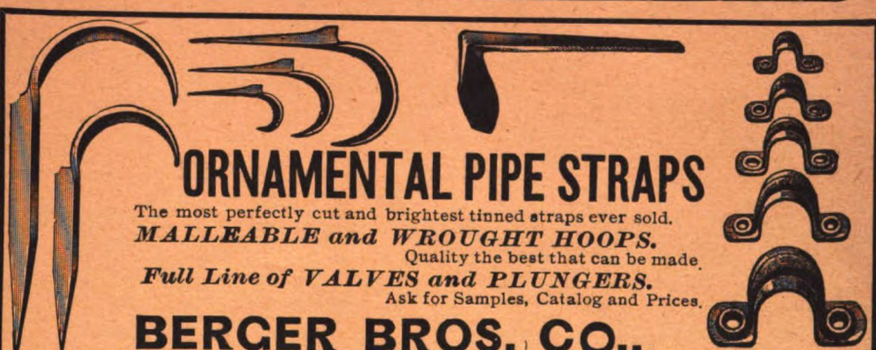


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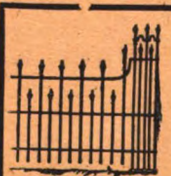
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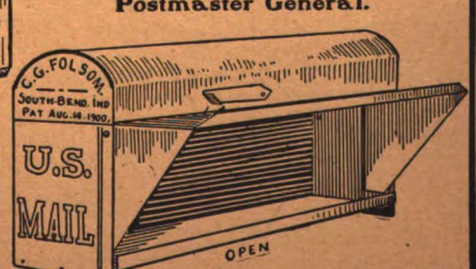
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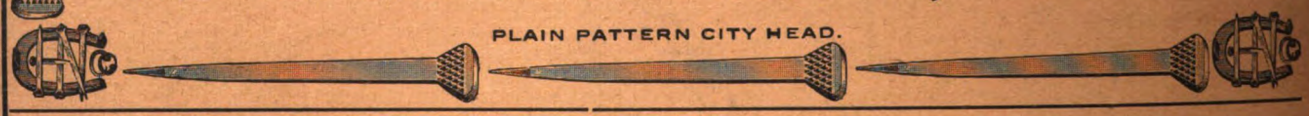
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Tensile strength one-half greater than that of any other nail made.

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HARDWARE

A Review of the American Hardware Market.

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JUNE 16 04

VOL. XXIX.,
NO. 5.
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NEW YORK
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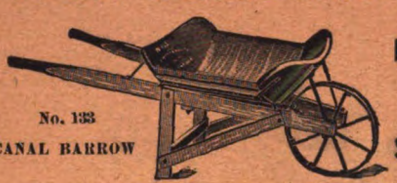
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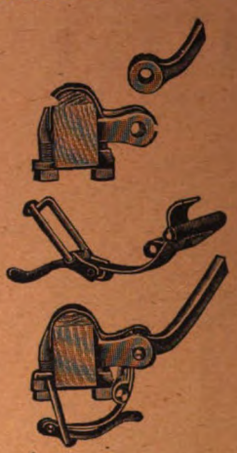
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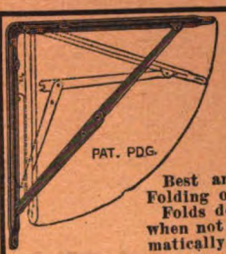
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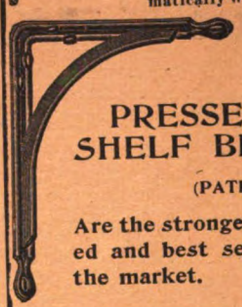
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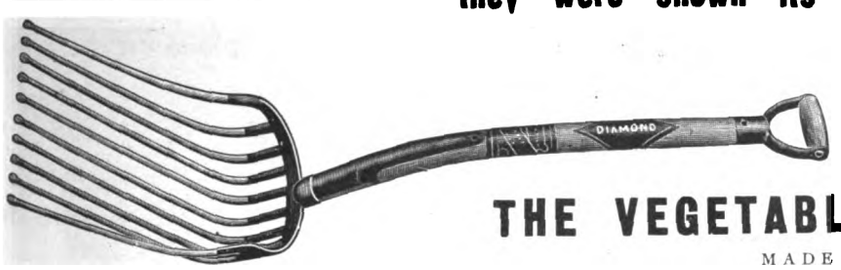
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It is drop-forged from the best steel—cap, ferrule and blade, which latter is of one piece, extending through handle to cap.

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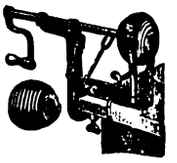
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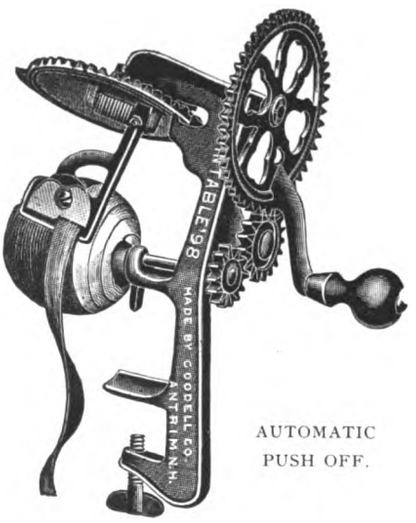
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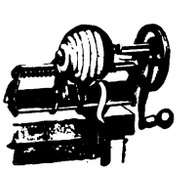
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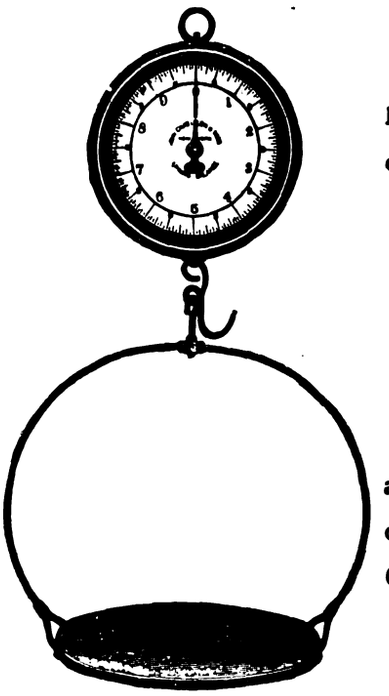


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OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

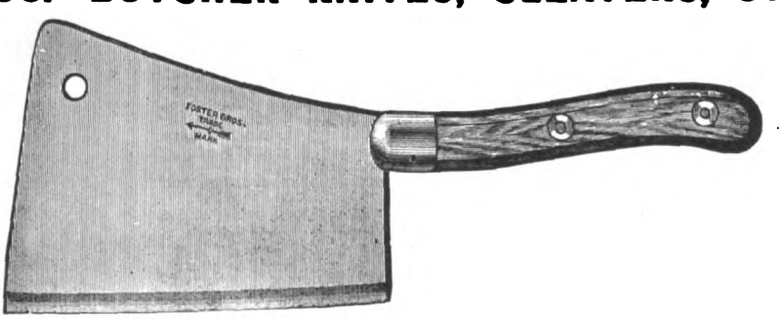


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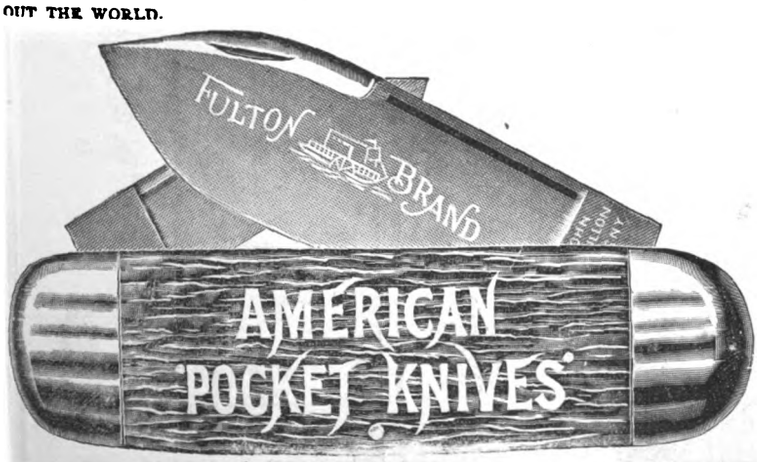


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By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

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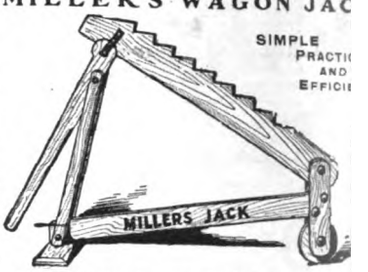
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WE SELL TO ONLY

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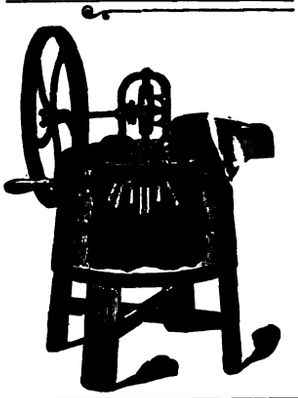
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WHY IS THE



O. K. THE BEST ROTARY WASHING MACHINE?

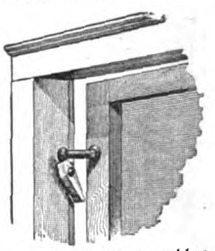
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1.—It is the only Rotary washer that has **Revolving Steel Ball Gearing**, reducing the friction and thus making machine so light running and almost noiseless.
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4.—This washer is made by **experienced mechanics**, and will out-last any other washer on the market.
5.—The tub has a wringer box fastened with steel brackets.
6.—The lid on the tub closes tight, **no escape of steam.**

Manufactured by H. F. BRAMMER MFG. CO.,
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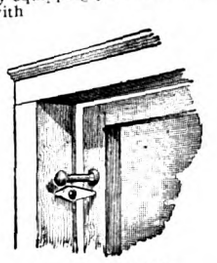
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by slamming, banging screen doors?



Door closing tips up rubber bumper.

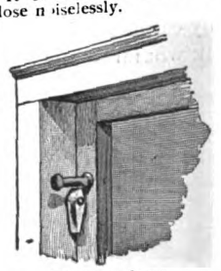
Be comfortable. Stop the noise by equipping your screen doors with



Rebounds slightly.

***The* Dime Screen Door Check.**

It causes the Screen Door to close noiselessly.



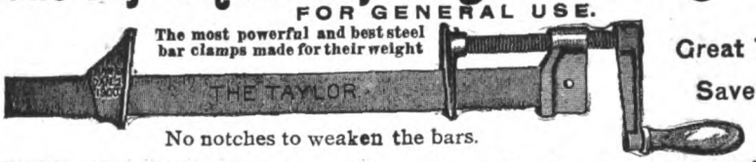
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FOR GENERAL USE.



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Great Time Savers.

No notches to weaken the bars.

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Send for booklet and learn more about them. JAMES L. TAYLOR, Newark, N. J.

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ARCTIC STOVE PIPE DAMPER.

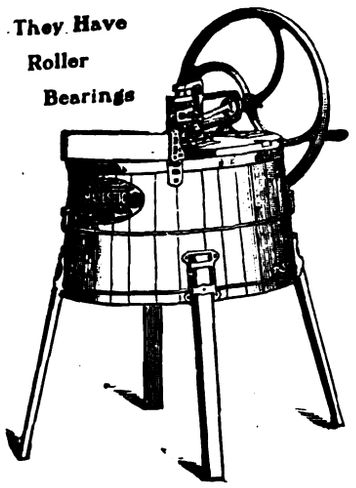
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Tubs are made of Virginia White Cedar

MAJESTIC
Rotary Washing Machines
Are Made UPON HONOR
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Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

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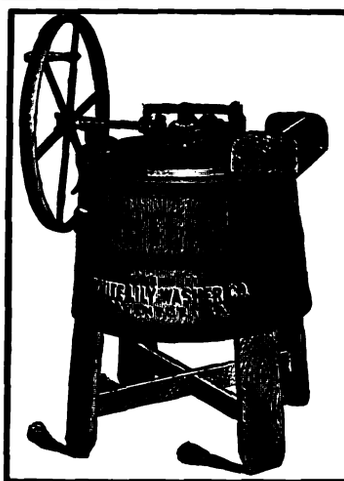
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It is the Best Seller on the Market.

HIGH SPEED LIGHT RUNNING
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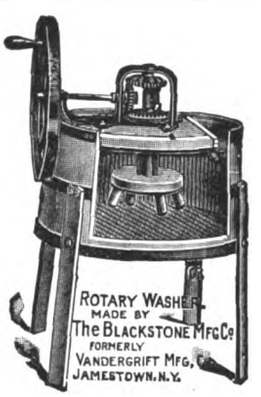
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"White Lily Washers wash lily white."

Better Buy A Blackstone



Rotary Washer

Formerly Vandergrift Rotary

The Blackstone Rotary Washer

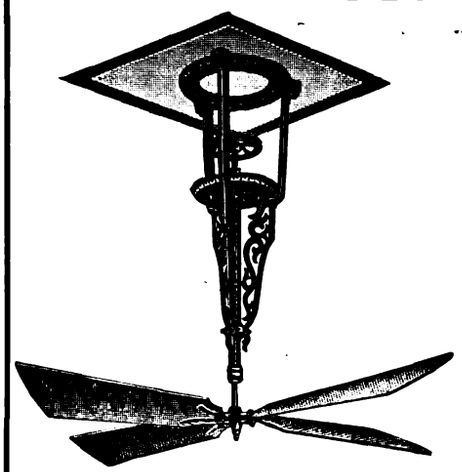
IS the product of twenty-seven years' experience in the manufacture of washing machines. We guarantee it to be the most perfect machine of its kind on the market. The praises of those who have used The Blackstone Rotary constitute

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Examine every part of The Blackstone. It's made to last, being built of the very best material. It works both ways, forwards and backwards, and is supplied with our new patent device for fastening legs on with bolts instead of with screws and brackets as heretofore. It DOES the washing RIGHT in less time than other washers. Permits no foul steam to escape from soiled clothes, as it closes down tightly. **Send for Catalogue and Prices.** Mention HARDWARE.

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The Servant Girl Question

is half solved when an Eagle Mop Wringer is introduced in the home.

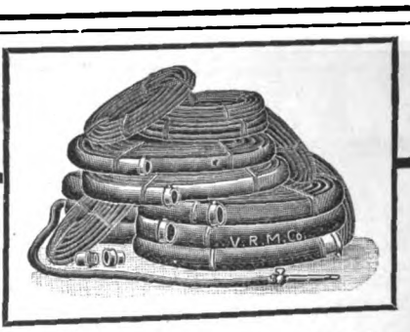
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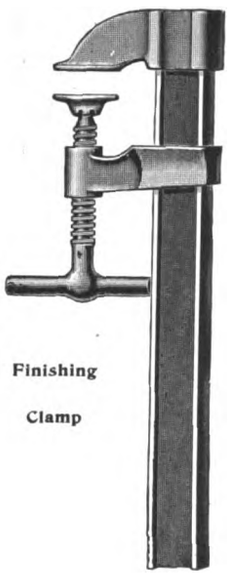
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Take, for instance, our

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None better made for general woodwork.

Note its movable head: it has decided advantage over the fixed head on some kinds of work.

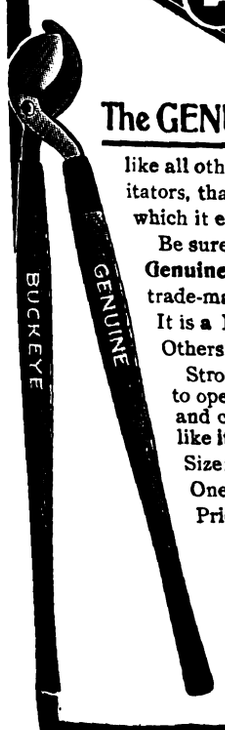


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One dozen in a case.
Prices sent on request.

Write to-day about a Sample Order.

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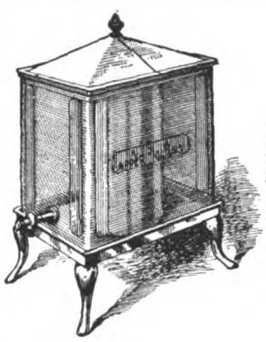
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of hesitation as to what kind of Water Cooler would most easily tempt your customers to buy and be perfectly satisfied, why not let

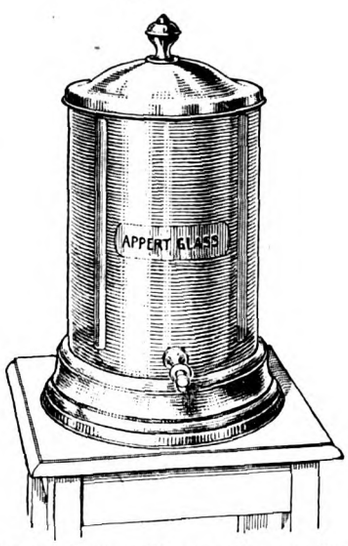
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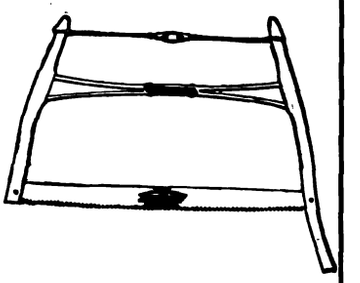
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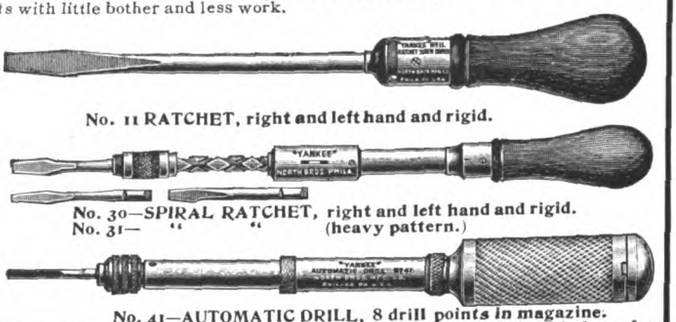
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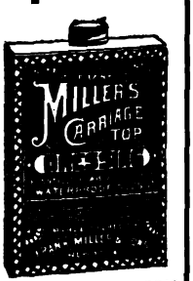
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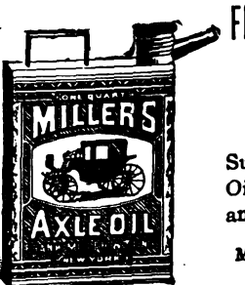
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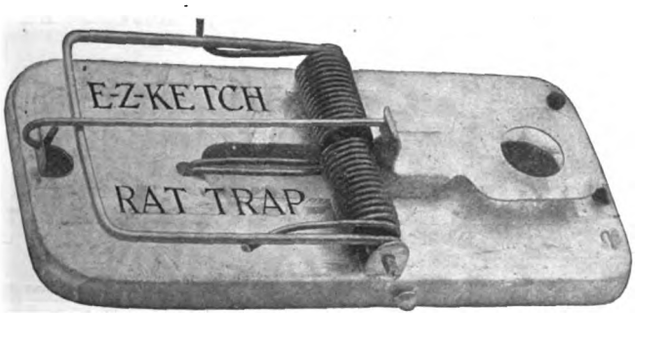
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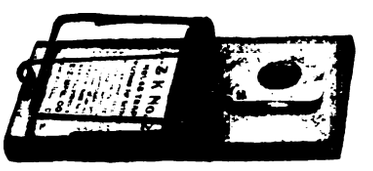
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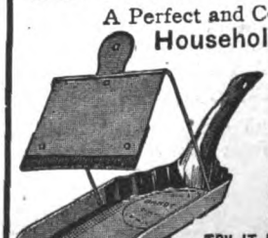
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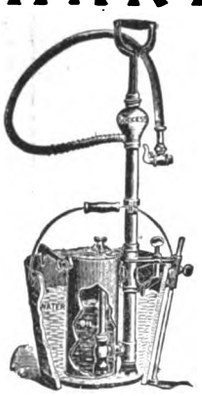
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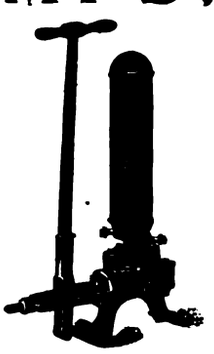


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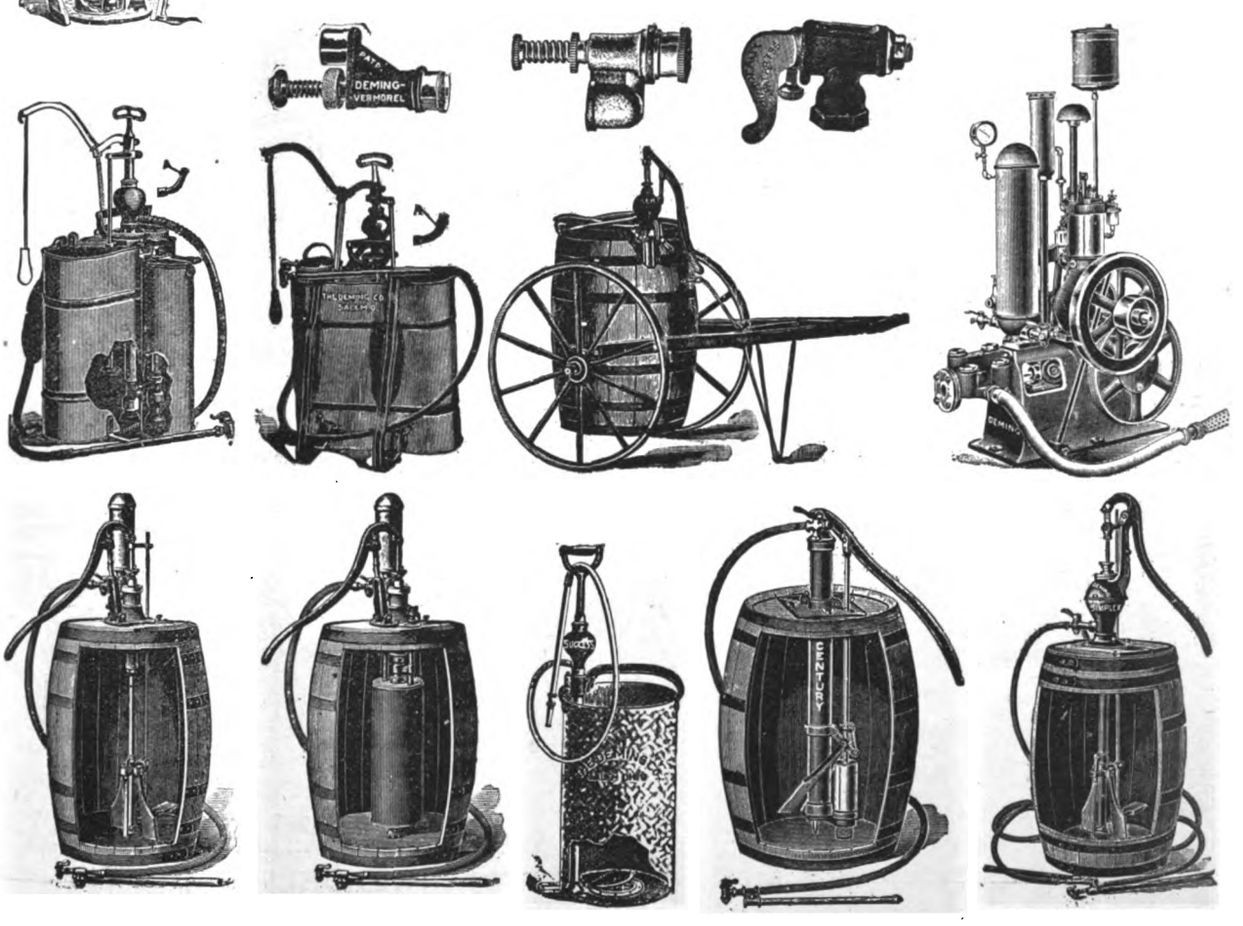
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Customers are attracted by the handsome show card on which these Punches are displayed and the accurate make and beautiful finish of this little necessity sells them on sight.

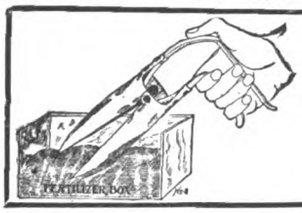
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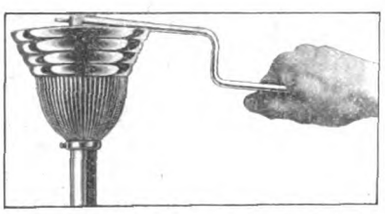
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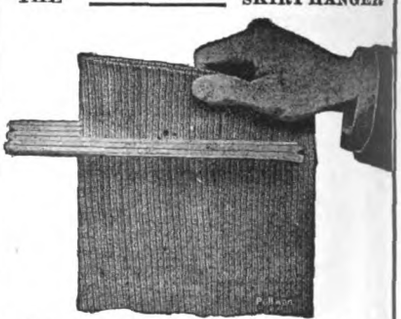
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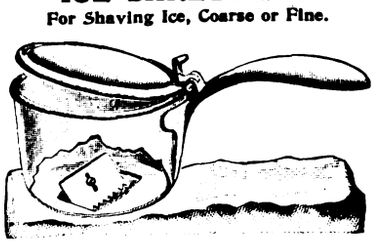


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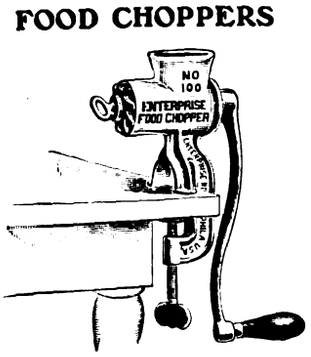
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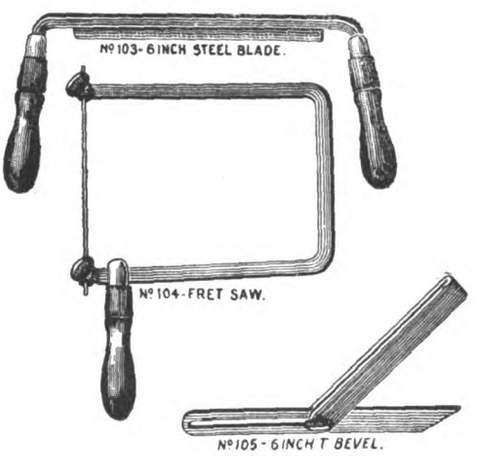
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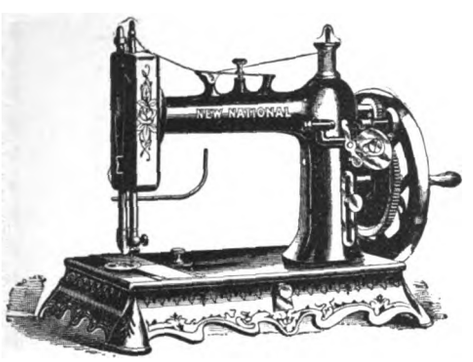


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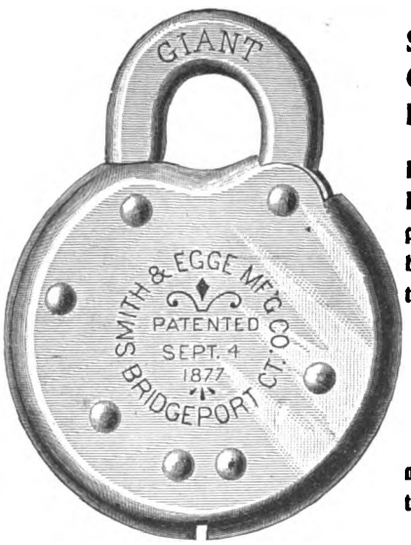
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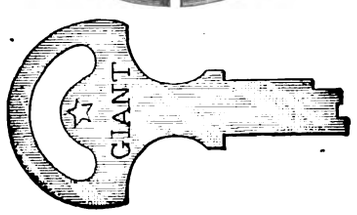
THESE machines are constructed on the most approved mechanical principles and are marvels of inventive talent and constructive ingenuity. They have less working parts than any other, are strong, durable and easily understood and have all of the best improvements known to the sewing machine art. **Indisputably** the best for **Tucking, Ruffling, Hemming, Binding, Braiding, Quilting, Darning, Embroidering** and all kinds of **Fancy Stitching** and **Art Needle Work.** The machines which purchasers recommend to others.

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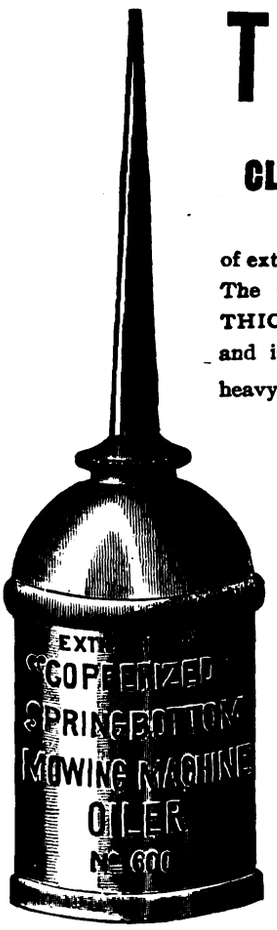
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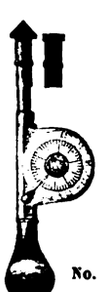
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WE SELL TO THE
JOBBING TRADE
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HARDWARE

The American Wooden Ware Co., of Toledo, Ohio, was one of the first exhibits to become installed at the St. Louis Exposition. It occcupies an elegible space at the Southern wall of the Palace of Forestry, Fish and Game. Embraced in its excellent display will be found such of their specialties as churns, washing machines, pails and a line of general woodenware.

✤

Wyeth Hardware & Manufacturing Co., of St. Joseph, Mo. urge their patrons when visiting the St. Louis Exposition to come and make their headquarters at their office in the Northwest corner of the Transportation Building, where they have a writing desk, easy chairs, toilet and lavatory closets and other conveniences that the sightseer will appreciate. Three men will be at the booth for the purpose of directing them to the finest display of gold fish; the most interesting entertainments on the Pike, and the best place in the world to buy saddlery goods. They claim to have the largest and most complete exhibit of harness, collars, riding saddles, gig saddles, whips, hand stamped leather chaparejos, scabbards, rifle and pistol holsters, saddle pockets, cuffs, etc., shown at the World's Fair as the product of one factory.

✤

On exhibition in Block 7A, Manufacturers' Building, World's Fair, St. Louis, the National Cutlery Company, of Philadelphia, have a very complete line of cutlery, including scissors, shears, snips, etc., and particularly their handsome line of tailor's shears.

✤

SCHOVERLING, DALY & GALES, 302-4 Broadway, New York City, have issued a four-page folder being a trade list of goods for Monday, July 4th, and all other celebrations. It illustrates and exploits their Flobert, New Century and Hamilton rifles; Liberty single action, Young American double action; H. & R. Automatic, H. & R. Premier and H. & R. Hammerless pistols, also their watch charm and blank cartridge pistols and several other goods of their manufacture, all of which are accompanied by list prices. The above folder also lists many goods not illustrated. Send for one.

✤

The large establishment of Weed & Co., Buqalo, N. Y., was damaged by fire on the morning of the 28th ult. to the extent of nearly $30,000, fully covered by insurance. Through the especially efficient work of the fire department the flames were confined to the basement.

HOW TO INCREASE AMERICAN TRADE IN INDIA.

(*From United States Consul-General Patterson, Calcutta, India.*)

The exports of merchandise from India amount to about $400,000 000 annually, and the United States gets a large share of this —about $30,000,000, or over 7 per cent. The imports of manufactured goods amount to about $250,000,000 annually.

In previous reports, during the seven years I have been here, in urging this as an important market, I have recommended the establishment of a museum of samples, or samples of our manufactures, in Calcutta, by a combination of manufacturers, with spacious sample rooms, to be known as "The American Samples and Sales Rooms," where would be exhibited the samples of all of our manufactures adapted to this country, to be under the charge of competent, energetic men, who would be authorized to make sales from samples, and where the goods received might be compared with the samples, if necessary. In this way the confidence of the native merchants—who are naturally suspicious of foreigners and hesitate to give orders to commercial travelers, who take their samples away with them, so they have no samples to compare their purchase with, if not satisfactory—would be secured, and when their confidence is once gained there is no difficulty in holding their trade.

There should be samples of cotton goods of all kinds adapted to this country; machinery, hardware, and agricultural implemens, such as are required here; railway material; electrical fans and other electrical goods; automobiles, for which there is quite a large and growing demand; vehicles such as are used here; bicycles; clocks and watches, especially the cheaper qualities; toys of all kinds; and hundreds of other things which will naturally suggest themselves.

The New York Export and Import Company has had a branch here for several years, something on the line above indicated, and is doing a very satisfactory business, but it is not on a large enough scale to control the trade we should have.

It should not be forgotten that Calcutta is the largest distributing point for manufactured goods in India, and that there are nearly 200,000,000 people tributary to and dependent upon this market for their supplies, both by river and rail.

This great market has been practically ignored by our manufacturers and merchants, but there are evidences that the Pacific coast, at least, is beginnig to make business connections here. A steamship—the first from SanFrancisco—arrived here a few days ago and is now loading with jute manufactures and other Indian products for that port, and I am informed that other ships will follow.

If our manufacturers and merchants desire this large trade, they must engage actively in competition for it by having traveling salesmen in the field with their samples, or, which would be better, by establishing such sample-sales rooms as I have indicated, with traveling salesmen in the field.

COAL BRIQUETTING AT THE ST. LOUIS EXPOSITION.

From May to November, 1904, William Johnson & Sons, Ltd., of Leeds, England, will exhibit a complete briquette plant in full operation, at the Universal Exposition of St. Louis. Coal companies and mine owners will have an opportunity of having either coal or ores tested, and of inspecting the entire procedure of briquetting with a view of the great benefit derived therefrom. It will be demonstrated how the enormous waste of Western bituminous semi-anthracite and lignite, where generally from 30 per cent. to 50 per cent. is entirely worthless, can be utilized, and turned into marketable smokeless fuel that will equal anthracite in heating quality. As such briquettes are weatherproof for years it is advantageous for Western railroads to store sufficient quantities for emergency, near every station, anywhere in the open air. Superior is also the cleanliness and convenience in handling, loading and shipping, as briquettes only require three-fourths of the space of lump coal, which for railroads, steamships and large works means a great economy. No coal bins or sheds are necessary. Briquettes may be manufactured weighing from 1 to 25 pounds each.

A VALUABLE PAMPHLET.

"The South's Supremacy in Cotton Growing" is the title of a large pamphlet just issued by the *Manufacturers' Record* of Baltimore, in which every phase of the cotton industry and the possibility of the South's maintaining the world's supremacy is discussed by Edward Atkinson, of Boston; J. C. Hardy, president of the Mississippi Agricultural and Mechanical College; Hon. Charles W. Dabney, of Tennessee; D. F. Houston, President of the Texas Agricultural and Mechanical College; Andrew M. Soule, of the Tennessee Experiment Station; J. G. Lee, Commissioner of the Louisiana Board of Agriculture; J. S. Newman, Professor South Carolina Experiment Station; John M. Parker, a leading cotton planter of New Orleans; and more than fifty others, including farmers, merchants, bankers and operators of cotton oil mills and cotton mills. The aim of the *Manufacturers' Record* in securing this broad, general discussion of the possibilities of cotton growing as affected by the selection of seed, treatment of soil and labor supply has been to present to the world a full survey from every point of view of this great question now commanding such world-wide attention. This pamphlet also contains the statistics of cotton production, consumption and average price for the last seventy years, with other data bearing on the consumption of cotton in this country and Europe. The dominant note throughout the discussion is that, despite the deterioration of seed, which is admitted by a large number of writers and the shortage in labor supply, the South will be able gradually to meet these conditions and to increase its production of cotton sufficient to enable it to retain the world's supremacy.

This timely publication is of great value to everyone interested in cotton or in the material interests of the South. The price is 25 cts. per copy.

OBITUARY.

It will be learned with regret that Thomas Rowland Western, cashier of the Manufacturers' Advertising Bureau, New York, of which Benjamin R. Western, his father, is the proprietor, died suddenly on Sunday, May 22, after an illness of only a few days. Mr. Western was of a genial and accommodating disposition and will be missed by many admiring friends.

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HARDWARE

VOL. XXVIII. JUNE 10, 1904. NO. 5

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

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The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

HARDWARE PUBLISHING CO.,

809 Broadway New York.

TELEPHONE, 2704 FRANKLIN

CHICAGO OFFICE: 1164 Monadnock Block
Telephone: 2945 Harrison
C. H. GREENE, Representative

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. EUGENE BOLLES, - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The Conventions recently held at Atlanta of the Southern Hardware Jobbers' Association and the American Hardware Manufacturers' Association were well organized affairs, and are estimated to be of more general good to the well being of the Hardware industry than could have been previously anticipated. On a subject like that of the Catalogue House question the utmost unanimity prevailed as to the importance of handling it and discussing it intelligently; it had reached such importance as to imperil the integrity of the Retail Dealer particularly, and also that of the jobbing interests consequent upon the continued usefulness of the Retailer. In the object to be attained the invitations that had been extended to those independent large jobbers were well thought out and were productive of the greatest assistance to the movement. The wise and useful addresses founded on experience, delivered by Mr. Norvell and Mr. Simmons gave evidence of much thought having been given to the matter referred to, and are worthy of the close perusal of every one in any way connected with the industry, who desires its legitimate trade usefulness perpetuated. It was a remarkable fact to notice how conservatively the question was discussed, how unanimous were the sentiments of all who participated in the proceedings, and how unity of action in the future could be expected from the entire trade under the leadership of those master spirits of our business who are familiar with its many difficulties of harmonizing conflicting interests and can see clearly how it may be accomplished.

The outlook for trade from now on through the season, would seem to be a good and fairly encouraging one; still the general lines are neglected to some extent, while seasonable goods, strictly so, form the current demand quite largely, which includes wire cloth, lawn mowers, garden tools, garden hose and the many items which are so essential for the proper development of the vacation season.

The crop conditions are reported as being quite favorable and in consequence already are very sanguine views entertained regarding Fall trade, with the hope expressed that nothing will give a set back to the hopes of the dealers that this Presidential year will pass with nothing of an unfavorable character to develop changed conditions.

The reduction in the working force of so many large bodies of men connected with formerly active enterprises, railroads and textile industries, affect to a perceptable extent the usual distributions, etc., of Hardware products in their several localities. Many of these changed conditions are local and temporary in their influence on business, and may not extend beyond the summer months when a relaxed demand is customary and usually anticipated.

Crop conditions, notwithstanding the abnormal lateness of the planting season and similar drawbacks, are reported as being of the most promising character, and are naturally more important to consider than any other influence that could affect the business of the last six months of the year. The weather having been fine everywhere for growing crops, there is but little hesitation among cautious buyers of preparing their orders for a trade that promises to be of a desired fullness as to amount and of the usual requirements as to goods.

Vacations are now being planned by the employers and their staff of employees who await with great expectancy the two weeks usually allotted for rest and recuperation. Opportunity is given during the next two months for the overhauling of manufacturing plants of every kind and will be availed of by a number who will experience less reluctance than usual in taking a short time off. The summer season gives indication in its present lack of strenuous urgency of becoming normal in its conditions of activity. Manufacturers find less pressure for ceaseless productiveness than was the case a year ago, most of the buyers being non-speculative in their views, as to demand and supply.

COMMERCE WITH OUR NON-CONTIGUOUS TERRITORY.

Commerce between the United States and its non-contiguous territory shows a slight increase in the present year as compared with last year. For the full fiscal year it seems likely to aggregate a hundred million dollars. For the nine months ending with March, 1904, the total of merchandise is $66,781,218, and of domestic gold received from Alaska, $5,806,501, making the total $72,587,719. The total of merchandise, $66,781,218, exceeds by about $2,000,000 that for the corresponding period of last year, in which the total was $64,843,085. Of this grand total of commerce with the non-contiguous territory of the United States, shipments thereto aggregate $25,806,621 and shipments from those territories to the United States aggregate $40,974,597.

Both the shipments to the non-contiguous territory and the merchandise received from that territory show a slight increase

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as compared with that of last year. The total value of shipments to the non-contiguous territory in the nine months ending with March, 1904, was $25,806,621, and in the corresponding period of last year, $24,555,845. The total value of merchandise received from the non-contiguous territory in the nine months ending with March, 1904, was $40,974,597, and in the corresponding period of last year, $40,287,240. The value of the domestic gold received from Alaska in the nine months ending with March, 1904, was $5,806,561.

In the case of the Philippines, the commerce is at present much more largely with countries other than the United States than is the case with any other of the non-contiguous territories of the United States. This is due in part to the custom which has long prevailed in those islands of purchasing from Spain and other European countries, and from Hong Kong and China, whose proximity gives to their trade a marked advantage over that of distant countries, while the presence of a considerable Chinese population accounts in part for the large imports from China. Another cause of the more rapid growth in the trade relations of the United States with the other non-contiguous territories than in that with the Philippines is doubtless found in the fact that in all other cases no customs duties are collected on merchandise coming into the United States from those territories or into those territories from the United States, while in the case of the Philippines a reduction of only 25 per cent has been made in the rates of duty on merchandise from those islands entering the United States, and no reduction on merchandise from the United States entering those islands, as the treaty with Spain provides that merchandise from that country shall be admitted to the Philippines on the same terms as that from the United States during a period of ten years from the exchange of ratifications of that treaty, a term which does not expire until April, 1909. The figures for the nine months ending with March, 1904, are not at hand, but for the corresponding period of 1903 exports from the Philippines to countries other than the United States amounted to $13,497,039, as compared with imports into the islands from the United States valued at $9,235,372 during the same period. Of the merchandise valued at $13,497,039 sent from the Philippines to foreign countries, $5,944,858 went to the United Kingdom, chiefly hemp; $2,673,656 to France; $1,762,543 to Hong Kong; $709,632 to Japan; $660,306 to the Dutch East Indies, and $565,829 to Spain.

The imports into the Philippines from other countries than the United States during the nine months ending with March, 1903, amounted to $21,168,801, while shipments from the United States to the Philippines in that period were $2,903,692. Of this total of $21,168,801 imported from countries other than the United States, $4,169,090 was from the French East Indies, $3,727,702 from China, $1,400,128 from the British East Indies, $682,236 from Hong Kong, $523,578 from Japan, $482,122 from British Australasia, $363,236 from Siam, $2,191,533 from Spain, $4,068,889 from the United Kingdom, and $1,535,962 from Germany.

TENTH ANNIVERSARY OF THE HARDWARE CLUB OF NEW YORK.

The Hardware Club of New York, R. R. Williams, of *The Iron Age*, president, celebrated the tenth anniversary of its existence on Wednesday, June 1st, in a very entertaining and agreeable manner, which was appreciated by its 700 members. The beautifully furnished rooms were appropriately decorated with our National Colors, accompanied by floral tributes distributed effectively in a manner that made the club's many art treasures look doubly attractive. Refreshments were served the members accompanied by a souvenir *menu*, giving the names of those composing the Board of Governors when the club was organized and those now in office. The members were courteously received by the Governors in their official capacity on the present occasion, who were congratulated on every hand by the continued prosperity which had resulted from their careful management and conservative government of the club's resources.

DEATH OF N. M. FITZGERALD.

N. M. Fitzgerald, for fifteen years the Editor of *Hub* and *Harness*, of New York, died on Monday morning last at the Hotel Marquette, his city residence, of apoplexy, in his 74th year. He was one of the best known editors connected with the trade journalism of this important industry, of inflexible integrity and honesty of purpose, possessing the courage of his convictions. He will be missed from the ranks as one whose fidelity to his papers' interests was limited only by his ability to advance them.

HEIGHT OF BUILDINGS IN MARSEILLES.

The building regulations provide that the height of buildings in Marseilles, on streets more than 32 feet wide, shall not be more than double the width of the street, with a maximum of 81 feet 3 inches

TRADE ABOUT AND BEYOND BOSTON.

(From our Traveling Correspondent.)

As compared with conditions and amount of business being done, there is little change in the situation about Boston, with conditions a year ago. Then there were no small number of men out of employment, as there are to-day. Only a year or two ago they were on strike, while to-day in many cases they are unemployed because there is no work for them. Small buildings and general repair work is, however, keeping a very steady demand for builders' supplies.

Many of the manufacturers throughout New England have for some time past somewhat reduced outputs, and in many mills there has been a general reduction of the force. All this is not having a good effect on the business life of New England and the hardware dealers have felt a little less demand for mill and factory supplies, and all dealers are feeling somewhat the effects of lessened business activity.

Of all New England the State of Maine is at the present time probably less affected by any business depression. Down in Maine the Spring business has opened with great activity and the outlook is very good for a healthy summer business.

Trade in Lynn, Mass., has been somewhat affected by the local depression in the shoe manufacturing business, but conditions are now better than through the winter or early spring.

W. Henry Hutchinson has recently made some improvements in the arrangement of his Hardware store, which is one of the most attractive and up-to-date stores in the city.

Another of Lynn's largest stores is that of the Brockway-Smith Co., who are large handlers of builders' supplies, besides hardware, paints and oils.

Down in Lewiston, Me., a large business is done by Geo. A. Whitney & Co., who are pushing more each year into the wholesale end of the hardware business. This firm reported business as better than last year, and seemed to think that the outlook was good for summer trade.

The stove and heater business is large all through Maine, and one of Lewiston's progressive stove stores is that conducted by T. L. Pratt. As coal stoves took the place of those burning wood, so furnaces are gradually replacing parlor stoves, and the live stove dealer is the one who is adding steam and hot water heaters to his business.

H. H. Crie & Co., of Rockland, Me., have recently entered the field as jobbers and carry a complete line of builders' and shelf hardware. A fine retail business is also carried on in Rockland, by Crie & Co.

A. D. Ward, of Augusta, carries a large stock of general hardware and makes a specialty of stoves and ranges. This latter line is found to be profitable and an active department of the business that responds quickly to advertising.

Another firm doing a large stove business in Augusta is Taber, Carey & Reid.

Among the old established hardware dealers of Maine, Jas. Elms, of Auburn, should be mentioned. A very attractive store and close attention to customers' wants brings Mr. Elms into the class of leading dealers.

One of the most attractive stores in Gardiner is the hardware store of the Vannah Co., where everything in Hardware and tools can be found. The trade during the past winter in ice tools and winter goods, including lumbering supplies, was the largest in many years, and in all parts of Maine the stocks in these lines are very low, many dealers being completely sold out.

Kelly & Wheeler, of Gardiner, carry a large line of general hardware and reported business good.

The Edwards & Walker Co., of Portland, Me., are large jobbers of general hardware and work the states of Maine and New Hampshire closely, not only in hardware, but with kindred lines, such as blacksmiths' and wagon makers' supplies, sporting goods and heavy hardware. This concern have recently added two new departments and travel from six to ten men on the road, depending on the season.

Another up-to-date Hardware jobbing house of Maine is Rice & Miller, of Bangor. For some years past this firm have been enlarging their business, and now carry as large a stock of general hardware as can be found in any city the size of Bangor. Quite a specialty is made of blinds, doors and mantles—of this latter line it would be difficult to find a more complete stock, outside the very largest centers.

The Dana Hardware Co., of Boston, reported business in a good condition and said that the outlook was good for summer trade. Spring trade had been somewhat backward, but was coming along in good shape.

Baldwin, Robbins & Co., of Pearl street, Boston, who are one of the progressive jobbing houses of New England, seemed to be

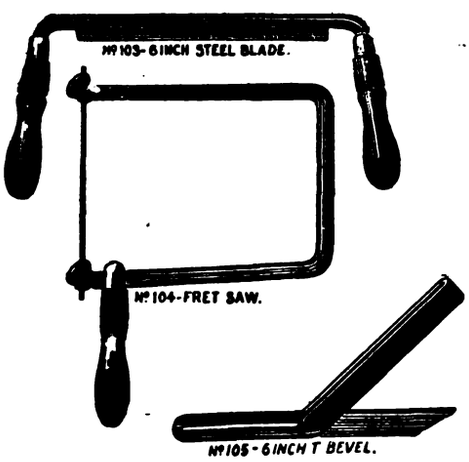
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sending out an unusually large amount of hardware one day last week, no less than six cartloads having left their storehouse within twenty minutes. Most of the business of this firm is done in New England, although no small amount of their goods go into N. Y. State.

In referring to trade conditions one prominent hardware man said: "Much is being said by the railroads about lack of freight business, and two or three of the great trunk lines have been laying off men, but I notice it still takes from two to three weeks to get freight from Pittsburg, and the slowness in which freight is being delivered by the railroad would indicate that they still have more than they can handle It would be better for us all if the railroads, instead of saying so much about poor business, would put a little more effort into handling that which they are getting." HAMMERNAIL.

SOME NEW SPECIALTIES.

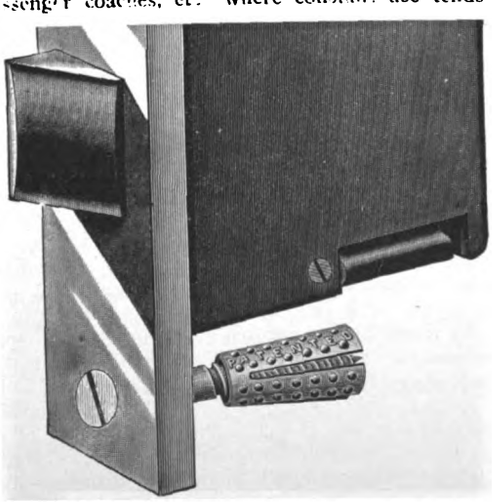
The Oozer Manufacturing Company, 136 Railroad Avenue, Jersey City, have recently added to their line of specialties several little novelties that are designed to sell at ten cents each, which promise popularity. We present miniature illustrations of the



devices, which convey some idea of their undoubted utility, consisting as they do of a T Bevel, Draw Shave and Fret Saw. The handles of the latter two are black enamel, the blades are of the best steel for the purpose for which they are intended, while the Bevel is nickel plated.

SOMETHING NEW IN EXPANSION BOLTS.

The New Jersey Foundry and Machine Co., of 9 Murray street, New York, have just issued a four-page circular descriptive of their new one-part Diamond expansion shield For years the impression has been that expansion bolts were only intended for use in masonry, but it is stated by the manufacturers that the Diamond one part expansion shield will hold equally well in wood and will not work loose. For fastening down chairs and desks in school rooms, stools in stores, opera chairs, locks on doors of passenger coaches, etc where constant use tends to loosen



the screws, the adantages of this shield are at once apparent. With this shield it is only necessary to bore a hole with an ordinary bit insert the shield and run in the screw the same as in wood. The shield is made with four prongs, which insures a uniform grip in all directions. The Diamond one part expansion shield is made in standard sizes from ⅛ inch to 5-16 inch diameter, to fit wood screws from No. 5 to No. 18 inclusive. Any kind, make or length of wood screw can be used. The New Jersey Foundry & Machine Co., who manufacture these shields, carry all sizes of the one-part shield in stock, and also of the Diamond two-part expansion shield up to 2 inches diameter.

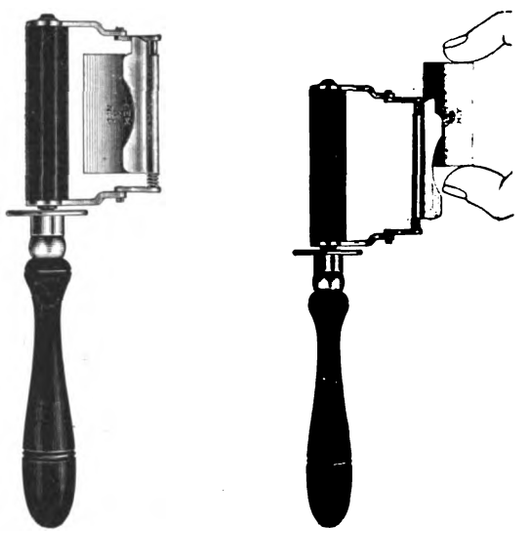
GEM SAFETY RAZOR IMPROVEMENTS.

The Gem Cutlery Company, of 34 Reade Street, New York, has just placed upon the market their new Gem Safety Razor "Rigid Model" Frame, shown in accompanying illustration. The superiority of this new frame over former models, it is claimed, consists in its perfect rigidity and in the absence of the usual spring, hinges and push buttons, thereby making perfect and quick cleaning possible. Of course, the Gem's unique adjustable clips are retained in the new model. In the new Gem "Rigid Model" Frame the claim is made that all possible danger of get-



NEW FRAME FOR GEM SAFETY RAZOR.

ting out of order is wholly eliminated. It is so constructed that greater ease and comfort is insured in shaving than with any other frame heretofore manufactured, adding greatly to the delights of self-shaving. They have also put upon the market their new Single Roller Gem Stropping Machine, which we illustrate. It has only one single hard rubber roller in the center, above



SINGLE ROLL STROPPING MACHINE. METHOD OF INSERTING BLADES.

which is placed the blade holder which latter reverses itself at each turn of the machine. None of its parts can possibly get out of order, nor is it possible to cut the strap. The blade holder works on a spring which can be brought down and reversed so that the blade can be inserted with the utmost ease. All the metal parts of the New Single Roller Gem Stropping Machine are constructed of German silver. The handle is made of genuine ebony and may be detached from the machine and used on the Gem Razor Frame, if desired.

HIGH GRADE SASH CHAINS.

The Smith & Egge Mfg. Co., Bridgeport, Conn., have been manufacturers of sash chain for over twenty years and were one of the few pioneers in that branch of the architect's requirements; they have always made a high grade chain that gave universal satisfaction. Their "Giant" and "Red Metal" sash chains have been for years specified by the leading architects everywhere, being held as a standard in point of quality, these chains being made from a special combination which cannot be surpassed for tensile strength and anti-friction qualities so essential in a high-grade chain from which so much work is expected.

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RECENT TRADE PUBLICATIONS.

THE WICKWIRE BROTHERS, Cortland, N. Y., are the authors of a catalogue containing exhaustive information on the subject of Wire Cloth, giving illustrations of their different styles and grades. This company also manufacture other wire goods, such as meal sieves, coal sieves, corn poppers, blued and tinned dish covers, wire bird's nests, etc., etc., all of which they can furnish in large quantities at short notice. They claim to have the best possible facilities for the manufacture of all the classes of goods they turn out, their plant consisting of the following separate and independent departments, yet all operated in connection: rod mill, wire mill, weaving of wire cloth, painting plant, tinning plant, wood working and shipping department. They solicit the correspondence of manufacturers as well as jobbers for all kinds of wire clothes, nettings and the line of wire goods illustrated in the above-mentioned catalogue.

BEALL BROTHERS, Alton, Ills., are distributing a catalogue relative to their Miners' Tools and Supplies. They claim to be the largest manufacturers of this line of goods in the United States, making as they do about nine different patterns of coal drills, including the old wooden post machine, and can furnish machines complete, and parts for most all the different drills made in the United States. They use the best grade materials in their tools and warrant every article sent out. The book is thoroughly illustrated and contains two fine engravings of the Beall Brothers Mining Tool factory and of the Beall Shovel Co.'s factory. The Beall Shovel Co. have issued a catalogue of their line of high grade steel Shovels, Spades and Scoops. In this book they have attempted to give complete price lists as well as illustrations and dimensions of the line of Plain Back (Antrim) and Hollow Back (Cleveland) shovels, spades and scoops which they manufacture. Their experience of nearly half a century has enabled them to put on the market a high grade steel tool which they claim is unsurpassed in finish and quality. They solicit business, guaranteeing every article which they make.

THE BLACK SILK STOVE POLISH WORKS, Sterling, Ill., are the distributors of a unique envelope size pamphlet exploiting their stove polish, the most popular brand of which is the "Black Silk," although they make the "White Silk" metal polish for cleaning and polishing brass, copper, zinc, tin, nickel and silver signs, railings, harness trimmings, show cases, etc., and they claim it will not get hard and gummy as paste polish, and will polish as easily in cold weather as in warm. The "Black Silk" is a high grade stove polish, uniform in quality, that when once used will speak for itself. Samples, prices and full information will be furnished upon application to above address. The manufacturers make special announcement of the fact that they do not sell to department stores or mail order houses.

THE COATES CLIPPER MFG. CO., Worcester, Mass., have issued a 16-page pamphlet, which they designate as their Bulletin No. 17, intended to instruct on the subject of Flexible Transmission by the use of Coates hardened steel ball-bearing flexible shaft. In this new Coates shaft a transmission of 75 horse power has been developed and the shaft, owing to its ball and socket link construction, is extremely flexible. It is made up of a series of universal hardened steel joints, shaped like a ball, which allows of a high rate of speed without heat; if it breaks, it is only necessary to insert a new shell and the flexible shaft is still as good as new and just as flexible. An evident advantage of the Coates flexible shaft is the fact that it will transmit as much power when run backward as it does when run forward. Also included in the contents of their Bulletin are Coates Drill Presses, Die Sinkers' Engines, House Gear Breast Drills, Screw Polishing Equipment, Portable Hammers, etc., etc.

JOSEPH DIXON CRUCIBLE COMPANY, Jersey City, N. J., have issued another of their neat envelope-size pamphlets exploiting their Graphite Pipe Joint Compound which is, as they describe it, a valuable graphite product widely useful to pipe fitters, engineers, machinists, contractors, manufacturers, plumbers, boiler and engine makers, etc. Dixon's graphite compound is not a cement; it is a lubricant, and a material that is steam and gas proof and of world-wide reputation, and its use insures satisfaction to all parties concerned. It is wholly unaffected by climatic influences, acids and alkalies and forms no chemical combinations with other substances, nor undergoes any changes whatever upon exposure, whether alone or in combination with other things. Because no chemicals will affect it, it protects whatever metals it covers from rust or corrosion of any sort, and when the time comes for separating the parts a very little effort will suffice.

THE J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., are the authors of a most attractive pamphlet of 28 pages, of which their Stevens-Duryea two cylinder, opposed type gasoline automobile is the theme. They state that in designing the "Stevens-Duryea" carriage it has been their purpose to produce an automobile which will fulfill the following conditions: To make it as free as possible from noise and vibration; to make the combustion of gasoline so perfect there will be no disagreeable odor; to produce a powerful and steady hill climber and speedy on the roads, and, most important of all, to secure endurance and reliability. The above-mentioned book is finely illustrated and contains a detailed description of their machine, and will be found very interesting reading for one interested in automobiles either to sell or to manipulate. The weight of the engine is 160 pounds, fly wheel 78 pounds, weight of car complete 1350 pounds.

THE PLYMOUTH MFG. CO., Plymouth, Ohio, are distributing to the trade a neat little pamphlet containing 21 pages, designed to interest those handling Cream Separators. It exploits two which they manufacture under the name of the "Four-Leaf Clover" and "Ideal" cream separators. The "Four-Leaf Clover" Plymouth cream separator consists of two cans; an outer can, which is perfectly round and contains the water, and an inner can, shaped like a 4-leaf clover, which is the milk receptacle, doing away with the center tube, and at the same time the "Four-Leaf Clover" arrangement actually increases the water space or cooling surface 25 per cent., and no point in the milk is more than two inches away from the water. The book describes and illustrates the good points of several of their separators, and also includes faucets, butter workers, dairy thermometers, scales, butter moulds, ladles, spades, barrel churns, steam cookers, etc., etc., and can be had upon request.

OTWAY COOPER, Urbana, Ohio, has issued an envelope size catalogue and price list which is his No. 2, and shows his regular line of rope horse goods. Included in the contents are the adjustable "Cooper" and "Woodstock" halters, cattle ties, horse ties, halter leads, the "Red Bird," "Red Rover," "Glessner" and "A.M.G." Puller halters, Columbia cattle ties, the Atlas braided hitching cord, Union ties, common rope halters, sewed web halters, etc. The manufacturer states it as his experience that the line in this catalogue covers most of his customers; however, he stands prepared to make up any special goods upon receipt of requirements, having facilities for the manufacture of fine goods, and always pays particular attention to prompt shipments.

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SPECIFICATIONS FOR TIN ROOFING.

The subject of proper roofing material is of interest to every builder and property owner. A circular letter has recently been sent to architects and roofers by W. C. Cronemeyer, of the American Sheet and Tin Plate Company, Frick Building, Pittsburg, Pa., wherein he said:

"That good terne plate (roofing tin), on account of its light weight, strength and pliability, its water and fire-proof qualities and its neat appearance, is the ideal roofing material, is generally admitted, but to make a good tin roof two very essential requirements must be met—namely, good roofing tin and good workmanship. To supply the former our company have spared no efforts, and the success achieved is eminently satisfying. We have made arrangements that the M. F. Old Style and the U. S. Eagle New Method terne plates (universally acknowledged to be the best roofing plates produced in this or any other country) are now carried in stock by nearly all first-class wholesale metal houses in this country. No roofer can now make the excuse of not being able to obtain these brands; if his wholesale supply house is, for one reason or another, unable to supply him, let him write us direct, and we will see that he gets a supply. Although the demand for these grades of plates is growing daily, we always endeavor to keep a good supply in our warehouses.

"To send the second requirement—*i.e.*, good workmanship—with our products is, to our great regret, not feasible; but having been asked very frequently by architects and others to furnish reliable specifications or instructions in regard to tin roofing, we have concluded to do the next best thing—namely, to get specifications of old experienced tin roofers, and distribute the same among the architects and others whose duty it is to see that building work is done well and properly. We are hopeful that our efforts in this direction will be appreciated by the many house builders who prefer a tin roof to any other if they can be assured that the right material will be put on in the right manner.

"The enclosed specifications were kindly written for us by John McIlroy, senior partner of J. D. McIlroy & Sons, 114 Smithfield Street, Pittsburg. The firm of J. D. McIlroy & Sons was established in 1858, and John McIlroy received his training as a metal worker from his father forty to forty-five years ago, and has been in the business ever since, therefore his experience is of special value. We would yet call special attention to Mr. McIlroy's instructions regarding painting. Bad paint has oftener been the cause of early decay of tin roofs than either climatic or atmospheric conditions, or the ingredients of the roofing material. For the good of householders, the metal roofing trade and the manufacturer, every architect, every roofer boss or journeyman should take extra good care that good material and good workmanship are not spoiled by cheap paint."

The specifications furnished by Mr. McIlroy are as follows:

Flat Seam Roof—First: Use tin of good quality; see that the tin is square; notch corners 1 inch; turn ½ inch edge; use 7 nails or cleats to the sheet; hammer smooth with mallet; flux with rosin, using plenty rosin; solder with hot soldering copper, soldering on top of seam and soak the solder well into seam; use on IC tin 5 pounds of ½x½ solder, on IX tin 6 to 7 pounds per square. See that the rosin is well cleaned off after the roof is finished; then give the roof one coat of paint made of pure English venetian red or pure oxide of iron and pure boiled linseed oil and a little turpentine; in thirty to ninety days a second coat of the same paint, or good graphite, using in each case only linseed oil for a thinner; in one year a third coat, after that you will be required to paint only once in every three or four years. We take no stock in painting under side of flat seam roof. If the sheeting boards are not tongued and grooved, there should first be put on a layer of dry felt paper to exclude the air from cracks and joints and to prevent nail heads from coming in contact with tin roof. If the sheeting boards are old and dry 20x28-inch plates are preferable; if the sheeting boards are wet and green, 14x20-inch plates are preferable; 20x28-inch sheets will give you an average measurement on roofs of 385 feet per case, 112 sheets 20x28 inches. Average measurement on roof 14x20, 112 shets 187 feet to box.

Standing Seam Roof—Have the tin square; notch corners for seams a little to ease the bending of the several layers; allow ½ inch for cross seams; solder well; put tin in straight rolls 20 inches wide, use 1¼ and 1½-inch tongs for side or standing seams; cleat every 12 inches, 2 nails to cleat; be sure to have your seams perfect; never put a standing seam roof on where you have less than 1½ inch fall to the foot; paint the same as flat seam roof. In standing seam roofs always put a layer of dry felt paper on roof before laying tin; it will exclude the air from seams and will prevent nail heads in sheeting from coming in contact with the tin. You will have an average of 352 feet per box of 112 sheets, 20x28-inch tin. If the above directions are followed you will have no trouble, provided a good quality of tin is used. We can show roofs now which have been exposed thirty-five to forty-five years and are still intact.

THE PRODUCTION OF MICA IN 1902.

The variations in use, production and importation of mica are stated in a report on the production of that mineral in 1902 by Dr. Joseph A. Holmes for the United States Geological Survey.

The total quantity of mica produced in the United States in that year, as reported to the survey, was as follows: Plate mica, 373,266 pounds, valued at $83,843; scrap mica, 1,028 tons, of 2,000 pounds, valued at $13,081; and mica rough as mined, or unmanufactured, 372 tons, valued at $21,925, making a total value of $118,849.

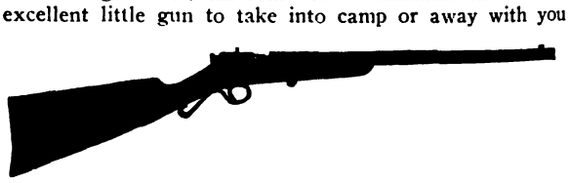
The increase in the production of plate mica during the last three years is due to the increasing quantity of small sized mica disks and rectangular sheets that have been cut for electrical purposes. Some of the small, clear pieces obtained in cutting up the large sheets are now split very thin, rearranged and cemented closely together, forming large sheets called micanite, which are then cut into the shapes and sizes desired. For some purposes these sheets of micanite answer as well as the natural sheets and have the advantage of being much cheaper. In recent years scrap mica has been manufactured into a covering for boiler tubes and steam pipes, to take the place of the more expensive asbestos coverings. Waste mica not available for other purposes is used in the manufacture of wall papers and lubricants. During 1902, there was, however, a large falling off in the production of scrap mica, which in 1902 amounted to 1,150 tons of 2,000 pounds, valued at $14,606, as against 2,171 short tons, valued at $19,719 in 1901.

The tables which show the great increase in the importation of mica during 1902 are significant. This increase, valued at $131,278, is larger than the total value of the product of mica in the United States during 1902. It illustrates the increasing demand in this country, but also suggests the interesting fact that mica can be mined in India and landed in this country at a lower price than it can be mined in some places in the United States. Canada is also a large contributor to our mica supply.

Although mica is widely distributed in the United States, actual mining has been limited, during the last few years, to North Carolina, New Hampshire, South Dakota, New Mexico, Idaho, Virgina and Colorado. Some development work has also been carried on in California, Nevada, Maine, Alabama and Georgia. In several of these states good deposits of mica are known to exist that are not now available on account of their distance from railroads or other means of transportation.

NEW 22 CAL. RIFLE.

The Savage 22 caliber Junior Single Shot Rifle has just been placed on the market by the Savage Arms Company, Utica, N.Y. It shoots the C. B., short, long and long rifle cartridges and, as with all Savage Rifles, has some new mechanical features. It is an excellent little gun to take into camp or away with you on



NEW 22 CAL. RIFLE.

your vacation as a companion piece to your big game ride. It will adjust handily into your pack and will be found well worth the price for which it sells—namely, $4. It is claimed to be the same "Savage Quality" throughout.

THE BRYAN MANUFACTURING COMPANY.

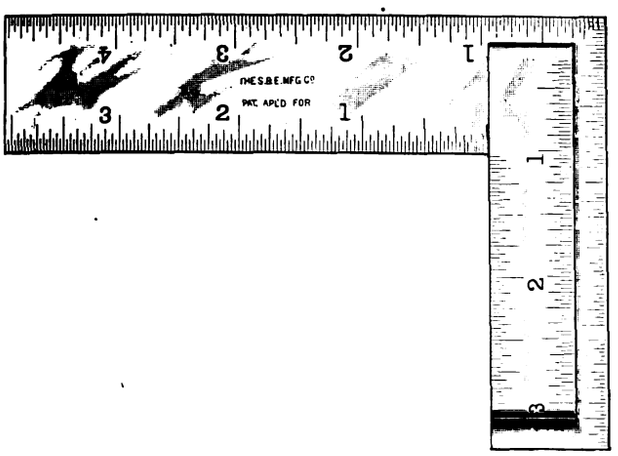
The Bryan Manufacturing Company, Bryan, Ohio, have issued a unique envelope size folder of 12 pages illustrated and exploiting their Champion Barrows. It is arranged so as to make very interesting reading, all under the head of "We Know How." These people have had thirty-eight years experience in making Barrows as a leading line of goods, and it would seem right to assume that they do know how. They claim to have the largest and best equipped factory for the manufacture of Barrows in America, the most improved machinery and the most experienced designers, and the only concern in the country who are exclusive Barrow makers. They state that their prices as well as their goods will be found satisfactory, which they prove by pointing to the fact that all large corporations use Champion Barrows. The above folder will be sent upon request.

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NEW GOODS AND SPECIALTIES.

IDEAL COMBINATION TRY SQUARE.

Smith & Egge Mfg. Co., Bridgeport, Conn., are placing upon the market through the Hardware and Supply trade the Ideal Combination Try Square, which is shown herewith. It is graduated to thirty-seconds of an inch on all edges of both sides; therefore, the carpenter, mechanic or pattern maker is enabled to take measurements in any position the square is placed, permitting him to secure bevel cuts, a feature referred



IDEAL COMBINATION TRY SQUARE.

to as peculiar to this square. It is light in construction, made of a special tempered steel to resist rough and severe usage, yet retaining its trueness and shape. The square is made with 4 and 6-inch blades, the length of the blade being measured from the inner edges of the beam to the end of the blade. The width of the blades of both sizes of squares is 1 3-16 inches. The square is designed to meet the requirements of those who wish a popular priced, accurate tool of this description, and will be found a salable addition to this branch of the stock.

HOME COMPANION TOOL SETS.

We show herewith illustrations of the Home Companion Tool Sets, manufactured by the Goodell-Pratt Company, Greenfield, Mass., being among their more recent specialties. These Sets comprise assortments of useful tools, put up in polished hardwood cases conveniently arranged and particularly adapted for home, office or workshop use, or, in fact, in any place where odd jobs have to be done. The No. 700 set, illustrated in Fig. 1, contains two ratchet screw drivers, one with 6-inch blade, and the other with 1½-inch blade; one auto-

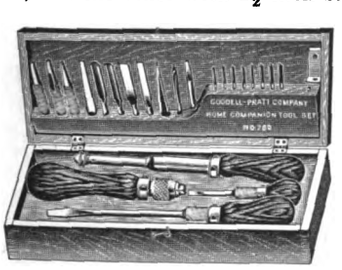


FIG. 1.—HOME COMPANION TOOL SET NO. 700.

matic drill with cocobola handle; one set of eight drills for same, ranging in size from 1-16 to 11-64 inch; one Universal tool handle; one set of tools for same, comprising two gouges, two chisels, one reamer, one saw, one gimlet, one screw driver; one nail set, one prick punch, one drive punch. The size of the box is 13 x 5 x 3 inches, and the weight is 3½ pounds. The No. 710 set, shown in Fig. 2, is somewhat larger, and has a more extended assortment of tools. It contains one ratchet screw driver, 6 inches; one ratchet screw driver, 1½ inches; one hand shave, one hack saw frame, full polished and nickel plated; six coarse teeth blades for same, three fine teeth blades for same, two extra fine teeth blades for same; one polished bone saw, one glass cutter, one cocobolo handle automatic drill equipped with eight drill points from 1-16 to 11-64 inch; one

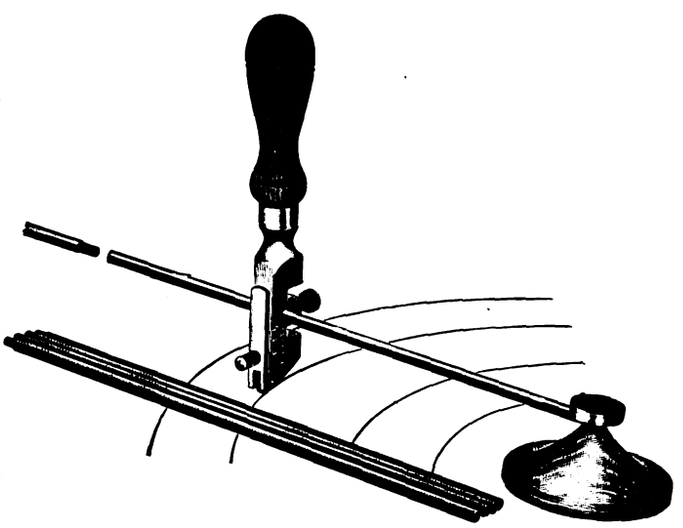


FIG. 2.—HOME COMPANION TOOL SET NO. 710.

Universal tool handle for holding one gouge,, two chisels, one screw driver, two brad awls, one gimlet, one reamer, one saw; one nail set, one prick punch, one drive puenh, one solid punch, one oil stone. The size of box is 16 x 8 x 3 inches, and the weight is 6 pounds. These tools are exceptionally well made and are furnished to the trade in convenient, nicely finished cases in which the tools are held in place by nickel plated clips.

THE INTERCHANGEABLE CIRCLE GLASS CUTTER.

Fletcher, Terry & Co., Forestville, Conn., are placing on the market through the Hardware trade the Interchangeable Circle Glass Cutter of which we present an illustration. It is provided with Cocobola handle and base, the base having soft rubber on bottom to prevent from any slipping on glass when in use. Attention is called by the makers to the extension rods which form part of its equipment, by the use of which circles of any size can be cut, which does away with previous methods not so convenient, of providing a rod for the size of circle desired to be cut. The metal parts of this useful tool are finely



INTERCHANGEABLE CIRCLE GLASS CUTTER.

nickle plated, giving it an attractive appearance. This cutter is calculated to cut circles from 2½ to 60 inches in diameter. In addition to the above 12 extra cutting wheels and pins are included.

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FULPER POTTERY SPECIALTIES.

The Fulper Pottery Co., Flemington, N. J., who are well known manufacturers of the Natural Stone germ proof filter which we have illustrated in this department of our paper,



CHICKEN PAN WITH COVER.



SOUP TUREEN.

are also makers of a large assortment of regular stoneware in the Pottery line, many of which are being sold in addition to a housekeeping section of the up-to-date Hardware store. We present in the course of this article a few cuts from their complete catalogue of these goods, showing the Soup tureens,

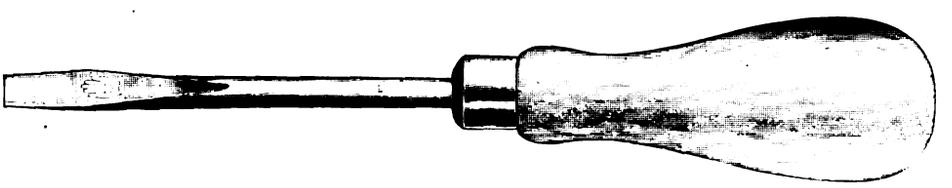


CASSEROLE.

Chicken pans with covers, and Casseroles which are among the specialties exploited. The company include in their large assortment such goods as snuff jars, calla lily pots, marmites, quail pans, stew pans, water monkeys, water jars, bread bakers, egg toasters, dog founts, etc., etc.

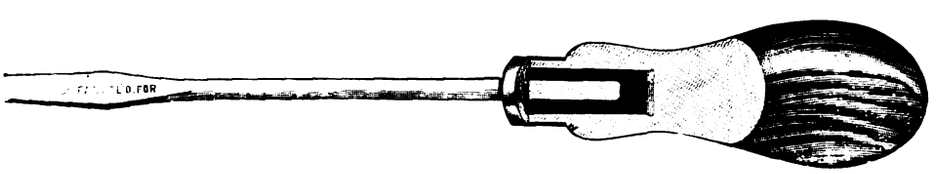
THE DUCHARMES & COMPANY'S SCREW DRIVERS.

Among the high-grade Screw Drivers which form a portion of the production of The Ducharmes & Co., Shelburne Falls, Mass., one of the most popular is the "Hand D" No. 5, an



"HAND D" SCREW DRIVER NO. 5.

illustration of which we give herewith. The "Hand D" in common with all Screw Drivers made by this company, is made from the best screw driver steel, tempered expressly for



ELECTRICIAN SCREW DRIVER NO. I.

the purpose, every blade is highly finished, hand forged and tested to break a screw head. After being driven into the handle they are riveted with a wire pin, making it impossible for the blade to work loose. The handles are made from well-seasoned rock maple, specially stained and highly polished with shellac. We also illustrate the Electrician No. 1 Screw Driver, which is a new invention adapted for the special line of electrical work by being perfectly insulated. A line of request will bring catalogue and other information of complete line of their goods.

"SOLID COMFORT" SWING AND STAND.

The Sistersville Novelty Company, Sistersville, W. Va., are makers of the Solid Comfort All Steel Swing and Stand, an illustration of which we give below. It really is two swings in one, adjustable to any angle, and may be used with an equal amount of comfort for either reading or sleeping,



"SOLID COMFORT" SWING AND STAND.

and also has the advantage of being portable, it being possible to move it from place to place with no trouble, and may be left out doors the year round without sustaining any damage. It is made of high carbon steel tubing throughout with the exception of the seat which is of heavy fancy stripped canvas. The canvas can be replaced by any person. It is constructed upon simple mechanical principles, with no intricate parts, and the manufacturers state, will not get out of order and requires no care or attention. Being made entirely of steel the life of the swing is practically indefinite. While seated in the swing the occupant needs only to turn a screw to obtain any position desired for comfort. The swing occupies but one-third the space of a hammock, and weighs only twenty-seven pounds.

THE GEM THREAD CUTTER.

H. C. Cook Company, Ansonia, Conn., are placing on the market one of the latest novelties they have patented, and which would seem to appeal at once to a large circle of possible customers. It is the Gem Thread Cutter, illustrated herewith, and being made of the finest steel, extremely ornamental in appearance and handsomely nickel plated, is designed to be sold at a moderate price and will be voted by all who buy it a very practical article for universal use. It can



GEM THREAD CUTTER.

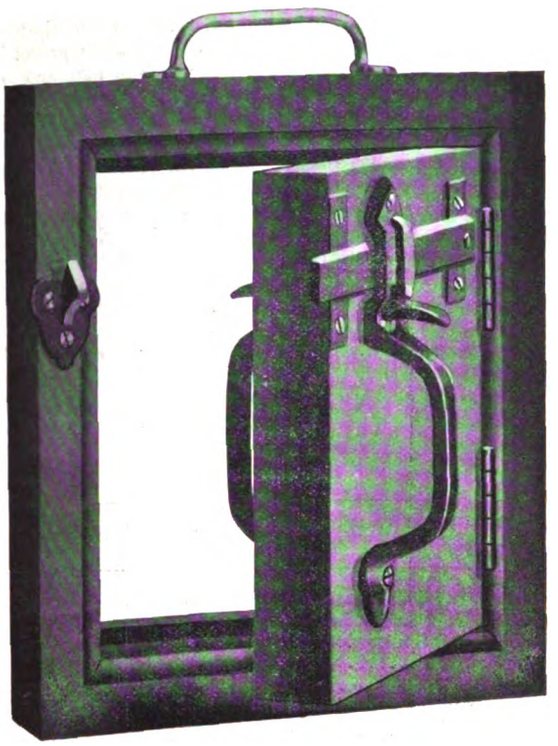
be affixed to the dress of the lady using it, and being always in place, with one motion cuts the thread, whether it is strongest linen or finest silk. They are sold to the trade mounted on attractive cards holding one dozen each, and will be sent by mail postpaid by the manufacturers when so ordered.

THE PERFECTION DOOR LATCH.

Wm. W. Scofield, 347 West Main Street, Waterbury, Conn., is the maker of the Perfection Door Latch, here illustrated, which is a new device in its line, that commends it to the at-

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tention of the trade. It is made from malleable and wrought iron, making it virtually unbreakable with the customary usage. Both sides of the door are provided with the same

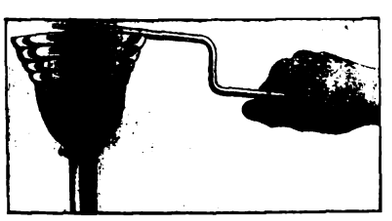


THE PERFECTION DOOR LATCH.

kind of handle and thumb action, thus doing away with the objectionable hook of the ordinary thumb latch. The latch is adapted for doors from 1½ to 3½ inches thick, making it suitable for factory doors or on fire doors with brick jambs. So confident is the manufacturer of the merit of his product that he will send one on approval to any dealer who desires to add them to his stock.

THE DOUBLE FALCON WRENCH.

The Applied Device Company, Springfield, Mass., are introducing through the Hardware and Electrical Supply trades the New Special Wrench which we illustrate herewith and which is known as the Double Falcon Wrench. This is designed to be a wrench for the electrical fixture man, which has an inch and three-quarters off-set to allow work close to the wall or ceiling. Each one has two jaws, right and left hand. With two of these the workman can hold a nipple with one hand and take off a cap with the other without bruising his

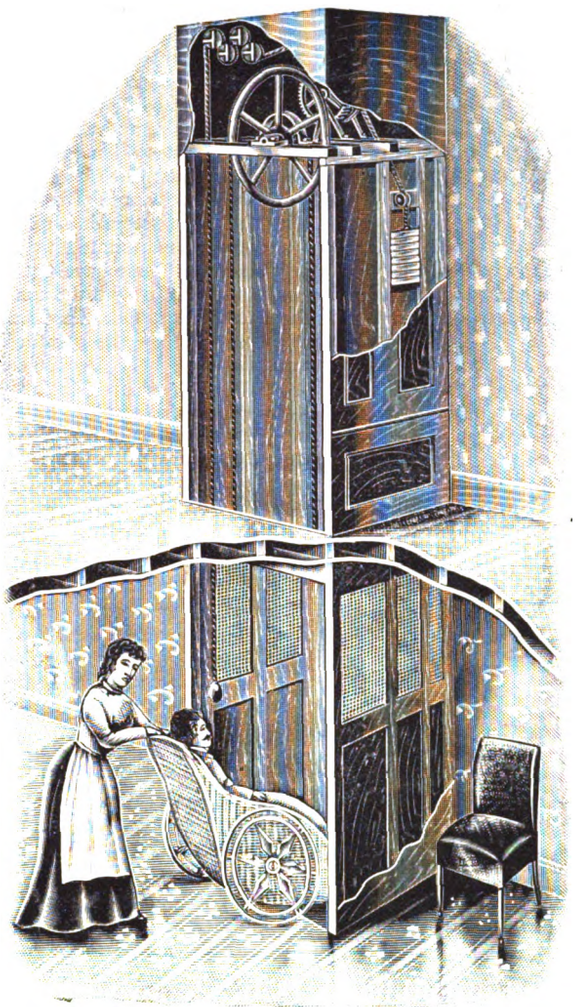


DOUBLE FALCON WRENCH.

knuckles or soiling the ceiling. It will be noted the jaws are made on an improved principal over the ordinary alligator wrench. It has fixed and flaring jaws, the combination of the grasping jaw and serrated face with the bearing jaw having the straight bearing face. It both grasps and releases a pipe with ease and certainty, the curved outline of the pipe finding a tangential bearing in all parts of the opening. The curved jaw first engages the pipe, and then the straight jaw slips under or around the pipe until jammed tightly into the opening between the jaws, the action being entirely automatic. The wrench can be used with any pipe from 5-16 to 1 and 1-16 inch. This improved tool is forged from the finest tool steel, the teeth accurately milled, hardened perfectly and handsomely polished and finished.

A SPECIAL INVALID LIFT.

The Storm Manufacturing Company, Newark, N. J., are the makers of the Special Invalid Lift which we illustrate in this article. This very desirable addition to dwellings where proper care and attention are needed to be given to the afflicted, has been demanded in common with other conveniences in household economy so necessary for perfect com-



A SPECIAL INVALID LIFT.

fort. The machinery for this special Invalid Lift is their Improved Humphrey Hand Elevator. The car is built of hard wood, handsomely paneled and finished with brass grille work and makes the most complete, easiest working and safest Invalid Lift that could be desired. This machine is equipped with two cables, or with safety attachment as desired. Directions are furnished for erecting, or prices will be quoted for them to be erected in any part of the country.

STARRETT'S HUB GAUGE NO. 430.

Among the large number of special tools and appliances manufactured by the L. S. Starrett Company, Athol, Mass., we present an illustration of the Hub Gauge No. 430. This Gauge is used for measuring the length of pulley hubs, wagon



STARRETT'S HUB GAUGE NO. 430.

wheel hubs, thickness of iron plate through holes, etc. The gauge will measure all lengths to 7½ inches and can be inserted through a ⅝-inch hole.

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A REMARKABLE STATEMENT.

A remarkable statement, and one which I think would be generally regarded as almost incredible if emanating from a less trustworthy source, has been made by Ernest R. Pearce, of the well-known Transvaal building firm of Pearce Bros., who is of opinion that South African stocks of Builders' Hardware and house fitments are not up-to-date, and, what is more, that "it is impossible to erect a building complete with modern fitments with goods obtained in South Africa." This it will be conceded constitutes a grave reflection upon the enterprise of Colonial merchant houses, and upon the discretion of Home buyers. It is a well-known fact that since the war the standard of urban domestic architecture throughout South Africa has risen to a level almost, if not quite, as high as the European, while the fitments demanded have been of a corresponding grade, and the only inference possible to draw from Mr. Pearce's assertion is that goods of the better type, of which considerable quantities have undoubtedly been shipped, have had to be obtained by special importation. At a period of changing Colonial taste and custom it is quite feasible that merchants and storekeepers have hesitated to venture upon too bold a policy, and that buyers at Home have not always managed to keep themselves completely *au fait* with the conditions of this particular section of the market; but I am confident that the publication of the fact that there exists a waiting trade in the most modern of building accessories will be quite sufficient to arouse the commercial instincts of business men on both sides of the water. In the meantime, Mr. Pearce's advice to manufacturers to keep samples or stocks of their latest productions actually on the spot, and to get into touch with prospective customers by the combined methods of judicious advertising and efficient representation by means of agents and travellers who thoroughly know their business, will not be wasted.

WHAT SOUTH AFRICA BOUGHT IN 1903.

Evidence of the commercial soundness of South Africa seems to be inexhaustible. Month after month fresh material is to hand, showing either the immensity of the volume of the trade or its marvellous progress; and as the returns for 1903 gradually come to hand, we become overwhelmed with the fact that, in spite of all that has been said by the detractors of the sunny Southern land for many months past as to the instability of South Africa as a commercial entity in the world, and in spite of a certain amount of actual depression caused primarily by labor troubles, last year was beyond all that went before in respect of the necessity and, what is a still greater guarantee of prosperity, the ability to buy freely.

HUGE DIMENSIONS AND PROGRESS OF THE TRADE.

South Africa's purchases from the world's emporiums during 1903 were valued at £52,618,211, an amount in excess of that for 1902 by £5,450,630, or equal to 11.5 per cent., and showing, of course, a still more enormous advance on the figures of any previous year. For instance, in 1901, the amount was only £31,571,729, and in 1897, which showed the highest commercial pinnacle before the war, the volume was no more than £26,779,009, or a little beyond half that for last year. In 1895 the total was but £16,983,357, the highest up to that time—being, however, less than a third of the sum now before us. In a period of eight years, therefore, South African purchases have, in the face of a series of misfortunes—including, successively, rinderpest, trade depression, a three years' war, drought, and partial industrial paralysis through labor shortage—actually swollen to three times their former volume, a record which it is not too much to say has never been achieved by any other country in the world. It is with the details of this wonderful trade that we are concerned in the present article.

THE SHARES OF THE PORTS.

We may first notice that the broad total of £52,618,211, representing the aggregate imports of the country through all its ports, may be represented as follows:

IMPORTS THROUGH	1902	1903	Increase
	£	£	£
Cape Colony	32,109,605	33,761,831	1,652,226
Natal	13,317,445	15,065,454	1,748,009
Delagoa Bay	1,279,766	3,290,926	2,011,160
Beira	460,765	500,000*	39,235
Total	47,167,581	52,618,211	5,450,630

*Approximate, based on 11 months' returns.

It will be seen that nearly two-thirds of this great trade is transacted through the Cape Colony, but were the full details before us it would be seen how gradually but surely the premi Colony has suffered reduction of its proportionate share. L year that share comprised 64.1 per cent. of the total trade; in t previous year it was 68.1 per cent.; ten years ago it was as mu as 81.9 per cent. On the other hand, the other participants ha sequentially increased their shares. Thus, Natal's proportion 1903 was 28.6 per cent., against 28.2 per cent. in 1902, and 16.1 p cent. in 1893; and that of Delagoa Bay has advanced during t ten years from 2 to over 6 per cent. Beira's participation is s in the embryo stage, the earliest figures available being those f 1895, since when it has risen from 0.8 per cent. to 1 per cent.

HARDWARE, CUTLERY, AND IRONMONGERY.

Hardware, cutlery, and ironmongery were imported into t Cape Colony to a total of £2,250,691, and into Natal to £829,2 increases over the amounts for the previous year of £578,399 a £318,814 respectively; but very few indications are given of t lines of goods included. The figures for agricultural implemer are shown both for the Cape Colony and Natal, the former, was to be expected, appropriating nearly three-fourths of the i ports. The records as to brass and copper, and tin, zinc, and sp ter goods are for Natal only; and the remainder, to the extent over £2,500,000, gathered under the term "unenumerated," i clude, presumably ordinary household ironmongery and cutle as also the larger portion of builders' tools and Hardware.

HARDWARE, CUTLERY AND IRONMONGERY	1902	1903	Increase	Decrea
	£	£	£	£
Agricultural Implements	228,602	482,226	253 624	...
Brass and Copper Goods.	16,545	21,766	5,221	...
Tin, Zinc and Spelter...	33,249	25,683	...	7,5
Unenumerated.....	1,904,359	2,550,293	645,934	...
Total.....	2,182,755	3,079,968	904,779	7,5

Natal's imports of bedsteads are given under "Household Requ ites," and those of nails, bolts, and rivets under "Builders' Ma rials," in the tables which follow.

BUILDERS' MATERIALS.

Last year's boom in builders' materials is very clearly in cated in the unbroken series of increases in the eight items we a able to enumerate in the subjoined table:

BUILDERS' MATERIALS	1902	1903	Increas
	£	£	£
Cement.....	159,334	224,799	65,4
Glass, window.....	16,606	28,412	11,8
Lead, builders' and others.....	25,838	37,742	11,9
Nails, Bolts, etc.....	20,925	40,705	19,7
Paints, Varnishes, etc.....	158,382	238,148	79,7
Pipes, iron and earthen.....	211,394	240,810	29,4
Wood, unwrought.....	633,082	952,626	319,5
" wrought, not furniture..	603,959	1,110,492	506,5
Total.....	1,829,520	2,873,734	1,044,21

The mines are, of course, responsible for a large portion of t heavy landings of wood shown above.—*British & South Afric Export Gazette.*

ABOUT CHINESE NAMES.

Geographical Prefixes and Suffixes Have a Definite Meaning the Far East.

A few definitions of Chinese geographical prefixes and suffix may be of service in elucidating the nomenclature of current w news, says the *Boston Transcript*. First, prefixes: Ta, as in Tal means great, and siao, as in Siao-Ping-Thou, means small. Pei pe, nan, tung and si are, respectively, north, south, east and we Thus the Pei-Ho is the North River, etc. Shang and hai a upper and lower. Pai, hei and whang are white, black and yello Suffixes are more numerous and familiar. Kiang, ho tchuan, u muren and tchu each and all mean river. Thus Yalu Kiang a Liao Ho are simply Yalu River and Liao River. Shui, kc thsuan, khi, gol and ussu are unfamiliar terms, meaning a bro or small river. Hu, nor and omo mean lake, as in the well kno Lob Nor and Kosso Gol. Po, tse and tien mean a small lake swamp, or a town situated near such a place. Hai means se thus Whang-Hai is the Yellow Sea, Tung-Hai is the Eastern S and Nan-Hai is the Southern Sea. Tao and sometimes Sh means island, but shan more often means a mountain range. Li is a pass over a mountain range.

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HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED MAY 17, 1904.

362,931. SASH FASTENER, Alexander P. Butts, Brockport, N. Y.

362,937. DOOR HANGER, James Charlton, Houston, Tex.

362,940. CEMENT COATED NAIL, Ira Copeland, Brockton, Mass.

362,948. DINNER BUCKET, Brenton K. Galbreth, Salem, O.

362,964. WEATHER STRIP, George Hull, West Superior, Wis., and Henry Kirk, Minneapolis, Minn.

362,969. WEDGE FOR TOOL HANDLES, George P. Morill, Canterbury, N. H.

363,041. PIPE VISE, James H. Baker and George F. Shevlin, Saratoga Springs, N. Y.

363,070. TAPE MEASURE CASE, William Keuffel, Hoboken, N. J.

363,213. HAND OR JACK PLANE, Lester A. Dearth, Laconia, N. H.

PATENTS ISSUED MAY 17, 1904.

759,847. SASH HOLDER, Joseph M. Bailey, Otto, Tex.

759,908. CAN OPENER, Curtis E. Overs, Ashland, Ohio.

759,912. CASTER, Peter B. Peterson, Morris, Ill.

760,028. FISHING TACKLE, William W. Shulean, Isanti, Minn.

760,069. FUNNEL, Marcus Hunter, Brooklyn, N. Y.

PATENTS EXPIRED MAY 24, 1904

363,361. DOOR SPRING. William H. Brown, Worcester, Mass.

363,364. LANTERN-FRAME. George M. Clark, J. Bennett Wallace and John H. Kindler, Chicago, Ill.

363,515. TUBULAR LANTERN. John S. Gall, Rochester, N. Y.

363,548. AWNING. Henry W. Schweckendiek, Baltimore, Md.

363,601. CLOTHES-LINE HOOK. Luke Coyne, New Haven, Conn.

363,694. TOILET-PAPER HOLDER. Julius H. Sperry, Brooklyn, N. Y.

363,771. SIGNAL-LANTERN. Axel A. Strom, Austin, assignor to Pettinbone, Mulliken & Company, Chicago, Ill.

PATENTS ISSUED MAY 24, 1904.

760,434. RECEPTACLE FOR ASHES OR GARBAGE. Mary A. Donohoe, New York, N. Y.

760,467. DUST-PAN. Conrad Michaud, New York, N. Y.

760,942. WASHING-MACHINE. Alvin N. Woodard, Mansfield, Ohio.

760,979. LANTERN HOOK. Bryce P. Gibbs, Ada, Ind. Ter.

PATENTS EXPIRED MAY 31, 1904.

363,803. DOOR-HANGER. Charles E. Clarke, Clay Center, Ohio.

363,908. MOP. James W. Oulton, Cambridge, Mass.

363,927. DOOR-CHECK. George S. White, Danbury, Conn.

363,931. COFFEE-POT. James F. Wood, Woodyard, Ohio.

363,951. GUN-CLEANER. William E. Forster, Lawrencetown, Nova Scotia, Canada.

364,069. SAD-IRON HEATER. Joseph H. Watson, Savannah, Ga.

364,039. HANDLE FOR SHOVELS. John Pfeifer, Phila., Pa.

PATENTS ISSUED MAY 31, 1904.

761,127. CARPET STRETCHER. William Andres, Jonesville, Ind.

761,272. COMBINATION TOOL. August Wagniere and George W. Van Alstyne, Los Angeles, Cal.

761,279. SPIRIT-LEVEL AND PLUMB. Severn Winberg, Galesburg, Ill.

761,391. SCREW-DRIVER. Olof Ohlson, Newton, Mass.

NATIONAL'S WORLD'S FAIR EXHIBIT.

The National Sweeper Company, Marion, Ind., have made elaborate preparations for exhibiting their product at the Louisiana Purchase Exposition in the Manufacturer's Building, Block 12A, St. Louis. The booth, the general design, and all its equipments are by far the most beautiful, the most original carpet sweeper exhibit ever shown to the public. This company has spared no time, money nor brains to make this an exhibit that will linger long in the minds of their patrons and friends who can possibly get to St. Louis and pay them a visit. There are two reasons for wanting you to see the National Sweeper Company's exhibit.

First, provision has been made for your entertainment and enlightenment and will consist of comfortable chairs, upon which you can rest, desks, stationery and postage for correspondence, current magazines, World's Fair guides, R. R. schedules, etc., and demonstrators who will be glad to have the opportunity of showing you the valuable patented features found only on the "National" line. The inference is, the National Sweeper Company extends to you a most cordial invitation to visit them and requests you to make their booth your headquarters while in St. Louis.

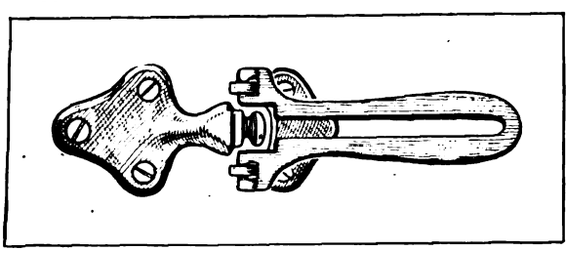
Second, Along with the regular line of carpet sweepers that have long since become established and which are so well known to the trade for their efficiency and saleability, will be shown this company's latest models—the Louis XV, Hepplewhite, Sheraton and Mission Sweepers. These designs are, without a doubt, the finest line of carpet sweepers ever built and ever placed on exhibition. The significance of these names in furniture is well known—the popularity of these styles is a definite quantity.

"National" ingenuity and cleverness has evolved the idea of making the application of the furniture art to carpet sweepers. How successfully the experts have accomplished this application to sweepers is at once obvious when you have seen the originals. Each Sweeper, except the Mission, is constructed of the choicest imported veneers and the design of each is typical with its name throughout. Further details of these newest carpet sweeper creations will be furnished in succeeding issues of this publication. By all means see the "National" exhibit at St. Louis if you go. Your conception of carpet sweeper building will be clearer than ever before, you will have the opportunity of judging the relative merits of the various lines manufactured today, in such a tangible way that you will be well repaid.

Remember the "National Way," Manufacturers Building, Block No. 12A.

THE SAFETY LATCH AND BOLT.

The Acme Pattern and Manufacturing Company, Milwaukee, Wis., are placing upon the market the Safety Latch and Bolt, which we illustrate herewith. It is a new device designed to be used as a protector from the objectionable characters of all kinds, such as tramps, peddlers, sneak thieves, etc., and which, when applied to the door ensures a feeling of safety as if the



door were securely locked and bolted. Other uses are suggested by its availability, and it is claimed to possess advantages not usually found in similar appliances: Guests of hotels, where this latch and lock form part of the equipment, would be apt to ap-



preciate the convenience it affords them by enabling the bell-boy to place a pitcher of water, mail, or package in the room without exposing themselves if only partly dressed. It gives a feeling of safety to women in answering the door bell, as it permits the opening of the door but four inches unless it is desired to admit the visitor. Applied to the door of the room it enables mothers to keep the baby from slipping out of the room while it is being ventilated. It enables doors to be safely left open at night in order to secure perfect ventilation. The Safety Latch and Lock is extremely simple in construction, is easily operated and a great improvement over the old-fashioned hook and chain formerly relied upon for similar purposes. It is quite ornamental in appearance, being finished in oxydized copper. Further information can be obtained by addressing the manufacturers as above.

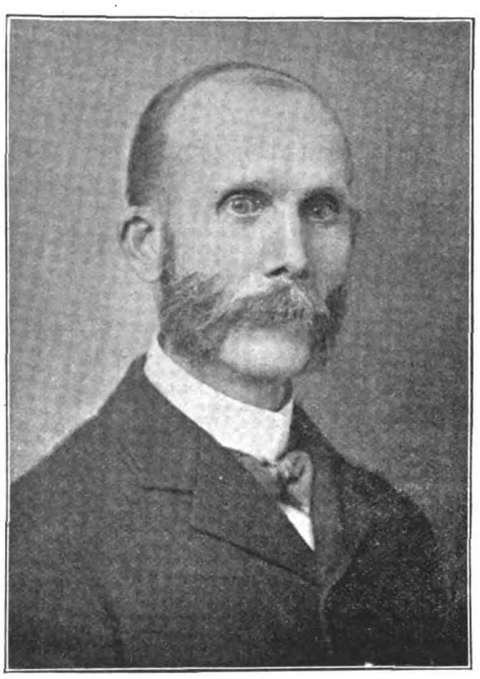
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THE ATLANTA CONVENTIONS.

CONCLUDING REPORT.

The Atlanta Convention is now a matter of history. The event itself is a thing of the past, but it will be a long time before it is forgotten. Compared with previous conventions it stands at the head, both because of the larger number of delegates and visitors in attendance and because of the great enthusiasm and good weather was perfect and the visitors entered heartily into the full enjoyment of the wide open hospitality for which Atlanta is famous.

Both the Associations, although mingling at times as though they were one organization, at the joint meeting on Wednesday afternoon participated most fully into the work which it was set out should be accomplished by their assembled wisdom; and when the giants of the assembly, E. C. Simmons and A. C. Douglass, of the Simmons Hardware Company; S. Norvell and W. L. Yantis of the Norvell-Shapleigh Hardware Co.; and W. R. Belknap, of the Belknap Hardware Mfg. Co., made their appearance in the Convention Hall long continued plaudits showed the appreciation of the delegates in having these leaders with them to lend them



J. D. MOORE, EX-PRESIDENT.

by their strength and wisdom the energy required to bring the several important subjects that they were prepared to foster and encourage, to a successful issue. George H. Sargent was also present, and upon being invited to a seat on the platform beside his confreres in the distribution of American Hardware, he was received by the assembled throng with all the affectionate respect and esteem with which he is regarded by the trade generally.

It was the intention to make this convention take an aggressive stand on the Catalogue house question, and discuss it thoroughly, with the hope that there would be no doubt as to the attitude of the jobbing trade and the associate manufacturers when their influence is needed to present the arguments in a masterly manner. This topic really dominated the convention proceedings. Responding to invitations from President Crumley to S. Norvell and also from the Manufacturers' Association to E. C. Simmons and W. R. Belknap to present addresses to both associations, giving their views in regard to this all-absorbing subject, we present in this issue enough of the masterly addresses made by these leaders in our industry to show how thoroughly they had canvassed the subject matter which was here so intelligently digested in their addresses. The presence of W. P. Bogardus, of the National Retail Hardware Dealers' Association, who ably participated in the speeches, showed that the interests of the Retailers were looked after, assisted as he was by M. L. Corey, secretary of the National Association, and Pres. E. M. Bush, of the Indiana State Association of Retailers. The able presentation of the subject by these leaders was so exhaustive in the addresses presented, it was considered as covering the matter so thoroughly as to make further discussion of a more general character needless.

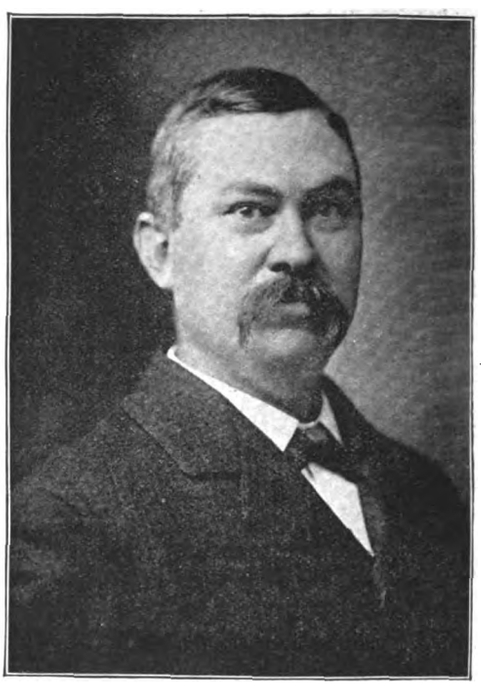
THE ACTION OF THE JOBBERS.

At an executive session of the Jobbers' Association the subject was considered in its various bearings, and the following resolution adopted:

Whereas, We have heard with pleasure and profit the splendid addresses of S. Norvell and others relative to the subject of catalogue houses and the evils arising therefrom; and

Whereas, This matter has not attained the proportions in our Southern territory that it has in some others, yet, appreciating that matters of such far reaching influence which affect one portion of the trade, should appeal to the craft as a whole, and, in addition thereto, that these matters may sooner than we think be upon us for vigorous action, and in order that we may carry out the idea and spirit of co-operation and federation which render our efforts more effective in obtaining our wishes from those we desire to impress; now, therefore

Be it resolved, That we appoint R. M. Dudley, of Nashville,



COL. R. M. DUDLEY.

Tenn., as the representative from this association to act in concert with the representatives of other organizations hereafter to be appointed, and that he be instructed to act in behalf of this association in conjunction with the others in the contemplated meeting.

Mr. Dudley will be recognized as especially qualified to act with the other committees, and may be relied upon to do at least his full share in deciding upon conservative and practicable measures in combating the evils under consideration.

The Southern Jobbers, in deciding to appoint a committee to confer with the Manufacturers regarding the time and place of the next meeting, showed good diplomacy. Heretofore both the National Hardware Association and the Southern Hardware Jobbers' Association have agreed upon the time and place of their meetings without feeling the necessity for conference with the American Hardware Manufacturers' Association, who made their meetings contemporaneous.

A committee of the Southern Hardware Jobbers' Association to confer with the Manufacturers' Association was appointed, consisting of the following gentlemen, representing, it will be seen, the various sections of the South: John Donnan, of Richmond, Va.; F. B. Dunlop, of Fort Smith, Ark., and F. A. Heitmann, of Houston, Texas. This committee subsequently met with the following committee of the Manufacturers' Association: C. W. Asbury, F. R. Plumb and H. B. Lupton. Of this joint committee F. R. Plumb was chosen chairman, and the matter of determining the time and place of the next meeting of the Southern Associa-

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tion is in their hands. The selection of a locality which will be satisfactory to both associations in their diverse membership and interests can thus be conveniently and wisely made. The courtesy shown by the Southern jobbers in taking this considerate action was greatly appreciated by the manufacturers.

The convention of the Southern Jobbers was made representative of the jobbing interests of the South to a greater degree than ever before, arising from the fact of the participation of such large houses as Simmons Hardware Company, Hibbard, Spencer, Bartlett & Co., Belknap Hardware & Mfg. Co., Janney Semple Hill & Co., and other houses of like calibre who have previously been independent in their action, and not affiliating with any association. This fact gave the action of the Convention a distinction in its importance scarcely anticipated at the outset.

It was deemed advisable to leave the consideration of where the next meeting of the Manufacturers' Association should be held to a special committee, composed of the following members: H. B. Lupton, F. R. Plumb and C. W. Asbury. It is being considered by some of the members of the Manufacturers Association that their own work is becoming of sufficient importance to make it desirable to hold their own meeting under circumstances that would enable them to give more individual attention to their own affairs.



IRBY BENNETT,
CHAIRMAN RECEPTION COMMITTEE.

It having been argued in several of the addresses that the only legitimate channel for the distribution of goods is through the jobbers to the retailers, to emphasize this as a number of exceptions to this theory have been made, the following resolution was adopted by the Jobbers' Association:

Whereas, Our attention has been called by the National Hardware Association of the United States to the fact that some manufacturers of Hardware are distributing their products through wholesale grocery houses, as well as through the medium of the wholesale hardware houses;

Resolved, That we recommend to the very favorable consideration of the members of the American Hardware Manufacturers' Association the request of the National Hardware Association of the United States that in the sale of hardware at jobbers' prices the wholesale hardware trade of the country be recognized as the only proper medium through which goods should be distributed to the retail trade.

THE NATIONAL RETAIL HARDWARE DEALERS' ASSOCIATION.

The National Association of Retailers was represented on invitation by some of their leading members. They were given a most cordial reception, and in discussion of the catalogue house question and other topics in which retail merchants are concerned the information they were able to give and the suggestions based upon experience in combating the disturbing influences were of much service.

OFFICERS OF THE SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

All the officers of the Southern Hardware Jobbers' Association were re-elected, as follows:

President, W. M. Crumley, Atlanta, Ga.

First vice-president, John Donnan, Richmond, Va.

Second vice-president, E. A. Peden, Houston, Tex

C. B. Carter, Knoxville, Tenn., was reappointed secretary-treasurer.

They were congratulated on every hand for the intelligent and effective manner in which their duties had been fulfilled, and the Association unanimously affirmed its admiration of their ability by re-electing them.

HOSPITALITY.

The various committees did their part well in furthering the comfort and plans of the guests. The musical entertainment on Tuesday evening at the Grand Opera House, the unconventional smoker on Wednesday evening, the banquet on Thursday evening and the barbecue on Friday were the formal entertainments extended. Besides this, however, the privileges of the clubs of the city were given and many other courtesies shown, together with individual attentions from the residents of the city. The visitors certainly carried away the pleasantest impressions of the city and its people.

THE BANQUET.

An elaborate banquet tendered by the manufacturers was enjoyed Thursday evening by a brilliant company assembled in the banquet hall of the Kimball House, many ladies being among



H. H. BEERS, SERGEANT-AT-ARMS.

the guests. After the dinner Henry B. Lupton, of Pittsburgh, introduced Irby Bennett, who assumed the position of toastmaster, a place which he filled with ability. His address of welcome was responded to by W. M. Crumley, president of the Southern Hardware Jobbers' Association, and in a more extended address by J. C. Birge, president of the American Hardware Manufacturers' Association. The speakers who followed and their subjects were as follows: OUR COUNTRY, James R. Gray, Atlanta; THE SOUTH, John Temple Graves, Atlanta; GEORGIA, Governor Joseph M. Terrell, Atlanta; ATLANTA, Clark Howell, Jr., Atlanta; AU REVOIR, T. James Fernley, Philadelphia.

CATALOGUE HOUSE COMPETITION.

BY S. NORVELL, PRESIDENT OF THE NORVELL-SHAPLEIGH HARDWARE COMPANY, ST. LOUIS, MO.

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It is impossible to do justice to this subject, in all its various phases, in one paper. I will therefore outline, just as tersely as possible, for your consideration certain principles, thoughts and views that my own experience and my close and continuous association for almost 25 years with the retailers, jobbers and manufacturers of Hardware in this country have brought to me.

I will ask you to consider this paper as being suggestive, as I will make no attempt to treat this subject in an exhaustive manner.

Let us make six divisions of the subject:

1. The manufacturer.
2. The jobber.
3. The retailer.
4. The catalogue house.
5. The public.
6. What are we going to do about it?

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THE MANUFACTURER.

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In the Hardware line there is not on record a single instance in which a manufacturer has made a conspicuous success selling exclusively to the retail trade. All successful manufacturers have ultimately drifted to the jobbers as the most economical method of distribution. Manufacturers who have made great successes, who may have started selling to the consumer or the retail dealer, have ultimately, in every instance, gone to the jobbing trade as the best means of distributing their goods. The manufacturers who have confined their sales exclusively to the retail trade have stood still, while their neighbors who sold to the jobbers were taking gigantic strides.

Some manufacturers sell both retail dealers and jobbers. Their money is made selling the jobbing trade. The cost of obtaining business makes the retail trade unprofitable. The great Hardware consolidations of recent years have fully recognized the principle that the most economical distribution was through the jobbers, and have conducted their sales upon this principle.

The manufacturers of this country are today watching the drift of events; they are studying the signs of the time. If the catalogue houses sell the Hardware, they want the catalogue house business. If the jobbers and retailers continue to distribute the



W. P. BOGARDUS, PRES. NATIONAL RETAIL DEALERS ASSN.

great volume of Hardware of this country, then the manufacturers will want the business of the Hardware jobbers. In my opinion, this whole question is one of ability and capacity to sell goods.

THE JOBBER.

It is the jobber's first duty to protect his customer. His greatest obligation is to the retail dealer His obligation to the manufacturer is second to that of his obligation to the retail dealer. Many of us have forgotten this fundamental principle of the jobbing business.

The head of a manufacturing establishment has sat in the private office too often while the best customer was being handled in the sales department. How many old retail dealers have noticed this change in the attitude of the jobber toward the retailer? The retail dealer has been classified; he has been placed on the mailing list; he has received circular letters turned out by the thousand.

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If just a few of the more prominent jobbers in this country had been keenly and aggressively alive to the interests of the retail dealers, conditions would not be what they are to-day. How many jobbers in this country know, of their own personal knowledge, as a result of their own investigation, just what has been done and is being done with goods and prices in the Hardware line by the catalogue house? How many heads of jobbing houses have collected these catalogues and devoted any considerable time to studying them? If these catalogue houses are such a menace to the interests of the jobber and the retailer, have not the stockholders of our jobbing houses a right to ask the executives of these companies if they have not been neglecting their duty in leaving these things so long unchallenged?

The jobber is a distributer; that is his essential function. He must be an economical distributer. Extravagant methods will naturally curtail his powers of distribution. He must conduct his business at the lowest possible cost, and the retail dealer and the public, as well as the jobber himself, must derive a share of the saving of economical distribution. The jobber must realize, just as the more intelligent manufacturers realize, that there is never safety in extravagant management.

If it is true, as I do believe, that the future of the jobber depends very largely upon his capacity to sell goods and to handle them economically, then he must not only consider carefully his cost of doing business, but he must study prevailing conditions and adjust his prices to meet these conditions. Suppose I should ask this gathering of the heads of jobbing houses how many of them have personally studied the prices of catalogue houses with a view to adjusting their prices to the retail trade to put their retail customers in a position to meet such prices. If you have not, I suggest it would be a good idea for all of us when we return home from this meeting to take up this subject, and to take it up personally and learn the situation, not from hearsay from some head of a department, but as the result of our own careful and personal investigation into the cost and selling prices and the selling prices that have been adopted by the catalogue houses.

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THE CATALOGUE HOUSE.

The catalogue house exists only by the right of price cutting. At even prices with the retail dealer the catalogue house will have no reason for existence and cannot exist. The catalogue house trades upon the reputation that has been built up by others. The catalogue house reaps where it has not sown. It snatches the fruit that has been grown patiently and laboriously by others. It is not a creator of business. In a recent issue of *The Iron Age* I stated that the business of the catalogue house was just as honorable as that of the jobber or the retailer; but after more careful thought and investigation I must retract that statement. The catalogue house is today the highwayman of commerce. If these statements are not true, why does the catalogue house lay such stress upon selling well-known manufacturers' brands? If they do not get their business by price cutting, or by the appearance of price cutting when it is not true, why do their catalogues on every page bear down upon this one point of cutting prices?

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The catalogue houses take only the easiest to handle and the most profitable part of the retail dealer's business. Many of them sell no Nails or Wire, or other staple goods. They do no repairing, and in the majority of cases list no repairs or parts of goods. They are willing that the retail dealer should enjoy this part of the business. It is a principle of business recognized by all that a certain part of our time, of our labor and of our money must be given to the public without direct compensation.

Every jobber and retail dealer is called upon to work in some shape or form for the general good of his community. The catalogue house gives no money, gives no time and gives no labor for the public welfare. The retail dealers pay their local taxes; they do their part to support churches, schools and enterprises in their neighborhoods. Tell me, has any one ever heard of a catalogue house doing any great public work? In times of fire and flood, when dire calamities have overtaken parts of our country, have any of you gentlemen ever seen any accounts of liberal contributions from catalogue houses? For my part, I have not, and I would be glad for any one in this meeting to tell me of any case where the catalogue house has ever done anything, as a catalogue house, to help any of the communities from which it has drawn its support.

THE PUBLIC.

It has been claimed that the public at large will be benefited by the catalogue house method of distributing goods. I must deny this most emphatically. What is the standard of business to be applied as for the greatest good of the people?

The distribution of goods from manufacturers to jobbers and from jobbers to retailers means the greatest number of families living in comfort and respectability. The predominance of the catalogue house means a few great fortunes and thousands poorly paid, working long hours, in poorly lighted and poorly ventilated departments. It means the elimination of the prosperous towns that have grown up all over our country. It means that the many retail dealers who have come from the farm will return to their farms and become competitors of the farmers, and by their competition bring down the cost of the things that the farmer produces.

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I believe that the intelligent retail merchant is better posted in regard to the facts of catalogue house competition than the jobbers, and I respectfully suggest to my fellow jobbers that you put yourselves in the way of listening and learning what your customers, the retail dealers, have to say on this subject.

THE RETAILER.

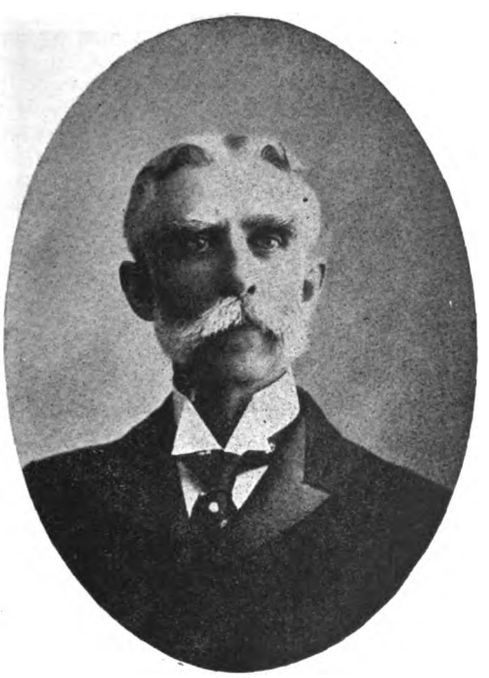
The retail dealer has had a superabundance of advice. It is not my desire to add to your burdens in this respect. With the retailer as with the jobber, this is a question of selling goods—of

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controlling trade. The retailer should not ignore the catalogue house competition; he should not talk so much about poor quality of goods; he should make a sale even if he gives better goods than those offered by the catalogue house at the same price, and when he has secured such orders at catalogue house prices, freight and express added, he should insist upon his jobber selling him the goods at a price to leave him a reasonable profit.

If he is dealing with a jobber who declines to protect him, then he should give his business to others, as there are many who have decided, not as a matter of charity or philanthropy, but for their own interests, that it is a wise and farsighted policy to check the growth of catalogue houses by helping the retail dealer cut off their sales.

The jobber must assume his share of blame for present conditions. It has, however, been openly and freely stated in many quarters that the growth of the catalogue house was very largely the result of a lack of energy, intelligence and progressiveness on the part of the retail dealer, in not carrying a complete stock, not keeping an attractive store, not displaying goods properly and adding new lines as they are placed upon the market, and in not using all possible and legitimate methods in the way of advertising in papers and by circulars to keep business at home. Thousands of dollars have been spent by jobbers on catalogues and price-lists. Have the retail dealers carefully kept and arranged these catalogues? Are they in a position to intelligently use these catalogues, taking special orders for goods they do not carry regularly in stock?



F. S. KRETSINGER,
VICE-PRESIDENT MANUFACTURERS' ASSOCIATION.

In this matter of catalogue house competition I admit that jobbers are very much to blame; but now, even at the risk of offending some of the retail trade, I must lay a good share of the fault at your own doors.

If the retail dealers of this country will not rise to the occasion and sell the goods in their line in their own neighborhood; if they will not carry the stocks; if their stores look like junk shops; if they won't use the defensive weapons at hand, the case must be hopeless.

The jobber must be an increasingly aggressive seller. He must have salesmen of energy and intelligence. The ideas he gathers from the manufacturers he must pass on through his salesmen to the retail dealers. Salesmen who are not good conductors, who have not the intelligence, energy or ability to carry the electric current of commerce from the jobber to the retailer, must be eliminated. The retailer, in turn, must carry out this same aggressiveness in his business. He must remember all the time that the important thing is to sell goods. He must not good-naturedly permit his business to be taken away from him. If the retailer will not do his part in this campaign against catalogue houses, all the work of the jobber will be fruitless, and the best thing the jobber can do, if he is not supported in aggressiveness by the retail dealer, is to go into the catalogue house business himself.

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We do not expect, nor will we try, to drive the catalogue house out of business. We fully realize that this is a work that will take many months. We expect that progress will be slow. It means a great deal of hard labor for which no one will receive credit. It means many interviews with manufacturers and jobbers. It means much traveling.

We believe that it will become very much more difficult for catalogue houses to obtain certain lines of goods; we believe their freedom in making prices will be very much curtailed. We believe the publicity that has been given this movement will lead to a more careful consideration of this subject both by manufacturers and jobbers. Of course, for the time being, in a readjustment of the situation, certain hardships may be worked upon the manufacturers.

We, of course, must expect retaliation on the part of the catalogue houses; but I believe if we are constant and steady in the work we have outlined that the catalogue house, like others, will pursue the line of least resistance. They carry many and various lines of goods; they have developed that part of their business from which they can make the most with the least effort. This happens to have been the Hardware line. When they find it very difficult to do a profitable business in Hardware they will after a while devote their attention to other lines.

It has frequently been asked since the agitation on this subject commenced, what can the jobbers and retailers do? We are not powerless; by united action we can accomplish a great deal. But to outline any plans at this time would hardly be fair to the committees to whom this work has been assigned and to the other committees that will be appointed.



N. A. GLADDING, OF MANUFACTURERS' ASSOCIATION.

Suppose, for instance, these committees should create a bureau of information to handle this subject exhaustively and intelligently for the benefit of the entire retail trade of the country. Suppose this bureau should compile a digest of all the lines of Hardware shown in these catalogues, with the prices and descriptions of the articles, the names of the manufacturers, the dates of the catalogues and the prices published? Suppose this digest was upon the desk of every jobber and retailer in this country, what would be the effect? I leave that to your careful consideration.

THE HARDWARE TRADE.

BY E. C. SIMMONS, SIMMONS HARDWARE COMPANY, ST. LOUIS, MO.

In these days of phenomenal business activity, when the demands upon the time, strength and energies of the average man are certainly increasing, it behooves us to stop once in a while to look about us and to quietly reflect upon conditions as they are to-day; to review the past to see what changes have occurred which, perhaps, have come so gradually as to have passed through the cycles of commercial events without apparently any special notice from us.

It is a well recognized fact that there are three divisions of the Hardware trade in this country, each very important in itself, and yet each one absolutely dependent upon the other for its welfare and success. These three divisions are those of the manufacturer, the jobber and the retailer. I speak to you from the standpoint of all three interests, because I represent the manufacturer by reason of the different factories that we are interested in, control or whose output we take. The manufacturers' class is—numerically speaking—a limited one, and for that reason should be the more easily reached, because of its lesser numbers, than the other two.

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PROPER DISTRIBUTION OF GOODS.

During all this time to which I have briefly referred it has been a generally recognized fact that the manufacturer should distribute his goods through the jobber, who is, owing to the vast extent of this country, an absolute necessity as a distributer of goods to the small dealer who wants to buy in little lots from time to time as his needs require, and which is the only way that his limited capital will enable him to conduct his business successfully; that the manufacturer should avoid selling the retailer; that he owes a moral obligation to the jobber to confine his sales entirely to the Hardware jobber, and in turn the jobber should sell his goods only to the dealer, never selling to a consumer under any circumstances, and that there is a moral obligation on his part to refrain from interfering with the business of the retail dealer by selling to the consumer. And last, the retailer is expected to keep up and maintain his stock to an extent that enables him to supply the wants of the consumers in his immediate locality and causes them to be satisfied that they can obtain at home the merchandise to fill their requirements.

If there is any principle that I wish to impress upon this body or the trade at large it is that these relations be rigidly maintained: That the manufacturer will sell to the jobber only and



ROBERT GARLAND, OF MANUFACTURERS' ASSOCIATION.

not to the retailer; that the jobber will sell to the retailer only and never to consumers. Our house has never sold to consumers and never will except through our retail store, and that serves St. Louis people only.

RETAILERS PATRONIZE FACTORIES.

I have talked with some jobbers about this and they cite the fact that many retailers are buying from the factories—that they do not preserve the lines of moral obligation which they should, and for that reason these jobbers will sell to certain manufacturers or consumers; in fact, I know of a case that came under my own personal inspection where a large retailer—and the party is a simon pure retailer, doesn't pretend to be a jobber—stated distinctly to me that he would give preference to the manufacturer, at the same price, all the time, and he bought all the goods from the manufacturer that he could. These conflicts and conditions should be overcome if possible. It is my judgment that the manufacturer will serve his own interests best by confining the sale of his goods to the jobber and never allowing himself to be tempted to seek any other distributing course, and that the jobber should never sell his goods excepting to the retail dealer, under any circumstances. I believe that the jobber owes that to the retailer as an obligation, and when he does not fulfil that obligation he has no claim whatever upon the trade of the retail dealer.

UNITED EFFORT SHOULD BE MADE TO CHANGE THIS.

If we could, by any united effort, influence the manufacturer to sell his goods only through the jobber, and then let the jobber, under no circumstances, sell his goods to any one except to the retailers, leaving the retailer free to enjoy the trade of the consumers, which is his natural support, we would go a long ways toward solving many of the most difficult problems that now confront the Hardware trade of the United States.

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Conditions just at present are unusually acute, begotten by dull times and a quiet year, which always aggravates such matters. It is said that the best lessons of our lives are those learned of adversity, and this may be the result of the present situation, for it will not be without great benefit to the retail Hardware dealer if it causes him to wake up and put more vim, snap and go into his business—to have on hand what the people want when they call for it, to sell it at a reasonable price—in fact, to compete with these other retailers, the catalogue houses—for that's what they are—just large retailers, that's all.

A discussion of this question must be done in the broadest gauged and most generous manner possible, there must be nothing suggested or even hinted at that is unreasonable; correct principles must govern; anything extreme, radical or unfair will bring its penalty—failure. There must be nothing attempted not based upon the "Golden Rule." These people have as much right to be in business as we have, their business is as legitimate as ours; if they have devised a better method than we have they deserve their reward. Any effort on the part of the manufacturers or jobbers to wipe out the catalogue houses is a mistake; they have come to stay and stay they will. If they are doing business on methods that are unhealthy to the Hardware trade, as I believe they are, we should do our best to regulate them—to correct those methods, or, in a sense to pull their teeth, so that if they



WM. M. PRATT, OF MANUFACTURERS' ASSOCIATION.

do bite they won't hurt. Public condemnation of catalgoue houses is the most serious blunder that we, as Hardware jobbers, can make, for it's simply a boomerang.

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CATALOGUE COMPETITION.

No address of this kind would be complete without considering another kind of catalogue competition—houses doing a jobbing business by mail and soliciting from merchants only. I have had a lot of letters from customers and salesmen on this subject, complaining of this competition. My answer is that this is legitimate competition—we must respect it and meet it—if we can't, then our methods are not right, either too expensive, too clumsy or something else is wrong These people are doing a large and profitable business by catalogues and avoiding the great expense of traveling salesmen—is it not well to look into this matter; does it mean that we, too, in time, must gravitate to the same methods and do away with the salesmen? I think not; the salesman is with us to stay; he is necessary to the retailer; as a rule, he is the retail dealer's friend, he visits him regularly, tells him all the news, posts him as to probable changes in the market, keeps him informed as to new ideas and better methods which he has found to work successfully elsewhere. The retailer wants to have him continue his visits; likes to have him come, and draws much benefit from this contact with him. One of the axioms of our house is that the proper definition of a good salesman is "a man who helps his customers to prosper." But, on the other hand, is the retailer always loyal to the Hardware salesman, or will he not often order goods from mail order houses, without giving his friend, the Hardware salesman, a chance to furnish the goods at the same price?

As before stated, the interests of the retailer and the Hardware jobber are mutual, and now as the jobber is trying to help the retailer to the best of his ability, so let the retailer remain loyal to the jobber who supplies him.

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SAME QUANTITY OF GOODS BOUND TO BE DISTRIBUTED.

I would convince, if I could, all manufacturers that they will sell more goods if they make their total distribution through the legitimate channel, the Hardware jobber, than they can possibly do by allowing so large a distribution of them to pass through the hands of the catalogue houses. In proof of that, I would say that the thousands and thousands of retail Hardware dealers will then each carry a small stock of their goods, and which will aggregate an enormous quantity. But if the retail dealers throw these goods out of their stock because they can make no money on them, then the sales of the manufacturer will be seriously curtailed, for if the whole country is practically supplied from two stocks, it stands to reason there will not be nearly so many goods bought or so many on hand in the possession of the merchants for sale, as there would be if there were a few of each in every retail store in the United States.

I, therefore, put this on the ground of being to the best interests of the manufacturers, believing, as I do, that that is the fact.

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MANUFACTURERS' OBLIGATION.

And then I would appeal to the moral obligation which he owes to support his own people, his own class—a class that has in years gone by built him up; and in saying "class" I mean the jobber and the retailer both, because while the one has purchased and distributed the goods, the other has sold them to the consumer.

JOBBERS' ATTITUDE.

Now let me turn to the jobber, or what I may term my own legitimate class. The jobber is a great power in this matter, with a concentrated effort. I stand here as the representative of our house to say that we are ready and more than willing to co-operate with the National Hardware Association, with the Southern Hardware Jobbers' Association, or with any other Hardware interests to do all we can in this matter.

I don't think the jobber should sell the catalogue houses a dollar's worth of goods, for, even if they sold them at a satisfactory profit, it is unwise because it begets competition from other jobbers, which finally gravitates to excessively low and unhealthy prices, besides which it enables them to fill promptly orders for goods that they might not be able to obtain elsewhere. No, my friends who are jobbers, let's keep our hands off and skirts clear, and not furnish ammunition to shoot at our best friend, the retail Hardware dealer; let us, as I suggested for the manufacturers, come out in the open and state where we stand on this subject.

JOBBERS' OBLIGATION TO THE RETAILER.

The wholesale Hardware trade is under a debt or obligation to the retail dealer, who has supported them and made them what they are, to the extent of helping them in a conflict of this kind to the best of their ability. No effort should be spared, no stone unturned, no trouble considered too great, to bring about the most thorough and complete protection for the retail Hardware dealer, and I am glad to go on record, pledging our house and myself as ready and willing to do anything in our power to accomplish this.

THE NECESSITY OF A CLOSER AFFILIATION BETWEEN JOBBERS AND RETAILERS.

BY W. P. BOGARDUS, PRESIDENT OF THE NATIONAL RETAIL HARDWARE DEALERS' ASSOCIATION, MT. VERNON, OHIO.

I think myself fortunate that I am permitted to address so notable an assembly. Thrice fortunate that I can come into this Southland and see with mine own eyes the progress that you are making. To see the results of the shifting of industrial power and activity from the field to the factory, so that the development of the new South shall be harmonious, and the field, and factory, and church, and school house, and the home shall join in an all-round development of this land, that is beautiful for situation and lovely to dwell in. It is a pleasure to come here and see in this new activity a future pregnant with greatness and power and usefulness.

But we are come here to-day to discuss a question that enters largely into the conditions of future success and prosperity of this great American people. And as I stand before this gathering of representative men, engaged in the business, that is the keynote to human industry, and the barometer that tells of the prosperity or depression of business life, I am buoyed up with the hope that our conference will result in the betterment of our conditions as business men.

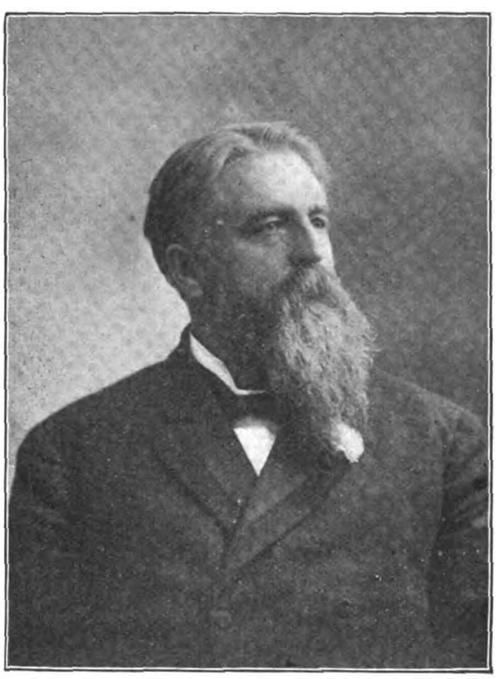
DANGEROUS BUSINESS METHODS.

In these modern times there have arisen methods of doing business that are harmful to a large number of business men, because the success of the methods depends on creating false impressions, dangerous to society because of the efforts to centralize business in the large cities, and bound, in the near future, to bring disastrous results on us as a people, for centralization carried on to an extreme breeds anarchy.

For nearly 20 years these methods have been developing. For nearly ten years the retail organizations of the North have been fighting to hold in check what they have felt to be the illegitimate and unfair methods of the catalogue houses and department stores. Illegitimate, because they seek to carry the idea that the merchants in the towns, villages and hamlets all over this land are seeking to get exorbitant prices for the goods that they are offering to sell the public. Unfair, because they are seeking to create and deepen an antagonism between the country merchant and his customers, by offering to send to these customers standard goods at prices at which the merchants cannot buy and sell them. Using goods that have become well known to the public by the faithful efforts of the retailers who have introduced them and made them standard, as leaders to draw the unthinking public to patronize them.

WHILE VAUNTING THEMSELVES

as the "price makers of the country," and boasting of their greatness, they make this peculiar proposition, for honorable business men, that if the public will buy of them their "name will not appear on box, package, wrapper, tag, envelope or outside of merchandise," so that they can send their money to the catalogue house, and when the goods are received no one will be the wiser,



E. B PIKE, OF MANUFACTURERS' ASSOCIATION.

and no awkward questions will be asked by neighbors or home merchants. And they go on to say that as they handle such large quantities they "are enabled to own their own factories," and so cut out all profits except their own as manufacturers; that their expert buyers are on the lookout for overstocked manufacturers and jobbers, and by offering cash for their surplus are getting the goods for less than the cost to make. All this they are giving to the public. And they say further: "We sell to the largest merchants in the country, but we have only one price. The man with the dollar gets his goods just as cheap as the man who buys thousands."

THAT THE CATALOGUE HOUSE AND DEPARTMENT STORE HAVE A RIGHT to buy and sell goods goes without saying. But if the manufacturer has a right and the power to determine how his goods shall be sold, and at what prices they shall be sold to the retail trade, and goes so far as to say to the jobber, "If you deviate from these prices to your trade, we will cut you off from selling our goods," why cannot the manufacturer say to the catalogue house, "You must sell the goods you buy of us at such prices as we may determine, or we will not let you handle any of our output?" If it is right to make one restriction, why not another? If one class is to be controlled in selling the goods of the manufacturer, why not all? Why should any retailer be permitted to buy goods so as to demoralize the market? True, the catalogue house will buy more goods than any single retailer can be expected to buy. But he is and always will remain a competitor of the retailer. If the catalogue houses and the department stores bought the entire output of the manufacturers, then this discussion would have no place here, and neither would the jobber.

We must recognize the fact that the jobber, as a rule, does not sell to the catalogue house. Therefore the catalogue house becomes an immediate competitor of the jobber, and is doing all that it can to undermine the jobber and his customers by going direct to the customers of the jobber's customers and soliciting their trade. Being in a position and recognized as a large buyer, it is put on the same plane with the jobber, and even frequently above him as regards prices, so that it is enabled to undersell and

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break down those to whom the jobber must look for support, if he is to remain a jobber.

IF QUANTITY IS THE ONLY THING THAT MAKES PRICE

then this condition of things will continue only as long as the rule that price is governed by quantity prevails. Buyers should be graded, and manufacturers owe it not only to themselves, but to the trade in general, to be governed by other things than quantity in making prices.

Why are certain goods offered by catalogue houses at such low prices? Because they are standard. Because they are known all over this country. Who made them known. Who brought them to the attention of the general public? Was it the catalogue houses? I tell you nay. But in every hamlet and village and town, merchants and storekeepers have sung their praises until they have become a household word. Because they are well known they have been used by the catalogue houses and department stores to create an impression that they were selling goods all the way through at such prices.

And the curious thing to me is that the manufacturers have joined with them, and, because they have given them sizable orders for goods, have helped them, unwittingly I believe, to break down the very people who have been instrumental in giving their goods the reputation they have gained before the public, and so building up the manufacturers' trade.

MANUFACTURER TO JOBBER.

I take it as a fact beyond dispute that the manufacturer would have but small trade unless he had some one to help distribute his output. For the manufacturer to get to the consumer means too large an expense account, and is not practicable. For him to go to the retailer is open to the same objection as regards expense, except in some few instances. To go to the jobber for help to distribute his product is the least expensive and most satisfactory method yet devised. Every time a manufacturer goes to a retailer and sells him goods he that much cripples his best friend, the jobber. He does not add to the consumptive capacity of the country one single cent, but brings confusion where there should be order. Mark you, I do not take the position that the manufacturer should sell to the retailer at the same price that you do to the jobber, even if he offers to buy more goods than the jobber at the time.

Do I say this as a retailer? I certainly do. Go into a great factory, where the revolving wheels are singing the song of human industry, and watch as the completed product comes forth and is boxed and piled tier on tier, ready to be shipped to the markets of the world, and you see but one line of goods. But go into the great warehouse of the jobber and see the accumulation of goods gathered from many factories, that are waiting to be sent forth on their mission of usefulness, and you will see where the retailer can turn with confidence that his wants will be supplied promptly and completely.

Such being the condition surrounding the retail and jobbing trade, is there not good reason for a close affiliation between jobber and retailer? Each is mutually dependent on the other.

THE JOBBER CANNOT EXIST

as a jobber unless he can sell the goods that he has gathered together to the retailer. He cannot go to the consumer. It is too expensive. Now, if his natural customer has been crippled by a competition that has been fostered and built up by a competition that price is governed by quantity, and which in every way possible seeks to convey the idea that it is better for the consumer to send his money away from home to buy his goods, what is the natural customer of the jobber going to do with the goods he buys from the jobber? To whom can he sell them? If a merchant's competitor has been given prices so low that he can sell for what it costs the other to buy, how is there going to be any competition?

Some may say that the catalogue house question is a small matter. Gentlemen, it is not a small matter. It vitally affects every retailer in all this country, and as it affects the retailer so it affects the jobber. So closely are their interests interwoven that the success of one means the success of the other.

IN THESE STRENUOUS TIMES

it seems that the modern business mind is impressed more by size than by a careful consideration of the justice and merit of a claim. In the hurry of business it seems impossible to get a hearing unless accompanied by size. There must be influence back of requests before they get a hearing. The individual has no place in the new order of things. It must be a company, or corporation, or combination, or trust, if our plans are to ripen into fruitage. So we turn to organization, the spirit of the age, whose wand brings order out of chaos, system out of confusion and success out of disaster, with the hope that a solution, fair and just to all, may come through this agitation.

We are not here to ask that any man shall be driven out of business. We are not here to ask that any business enterprise be throttled. But we are here to ask that men who are seeking to break down the retail dealer in order that they can climb upon the ruins may be hindred from accomplishing their objects. We are here to ask that the help heretofore given them may be withheld, and that other considerations besides quantity regulate the price.

GROWTH OF RETAIL ASSOCIATIONS.

Ten years ago there were no State Hardware associations. Today there are eighteen, with the prospect of several new ones during the year. During the year 1903 there was an increase of memership ranging from 15 per cent. to 50 per cent. to the association. The retailer is slowly recognizing his utter weakness when alone, and his power when organized. And he sees, as he hopes the jobber will see, what closer affiliation between the two associations will mean for both of them in the future.

SOUVENIRS.

The G. & H. Barnett Company, of Philadelphia, was ably represented by Joseph M. Hottel, who gave out as a souvenir a manicure file.

A trail of merriment always appeared in the wake of Sam H. Jacobs, of the Troy Nickel Works, who aroused the sporting proclivities of the Conventioners by distributing miniature roulette wheels.

An ash receiver was given out by The Yale-Towne Mfg. Co., represented by J. H. Towne, A. W. Clark and J. B. Parrent. An exhibit of this firm's goods was shown in their rooms in the Kimball.

Messrs. Stafford, Oheen, Smith and B. M. and N. A. Gladding, of E. C. Atkins & Co., were present. This firm's souvenir was an aluminum check perforator.

Harry Mayer, head of the firm of Mayer & Co., makers of "Gold Medal" files, passed around a very handy manicure file.

Wallace L. Pond, of the Nicholson File Co., made himself solid with the ladies by presenting to each a box of bon-bons at the banquet.

William G. Smythe, of the American Screw Co., added very materially to the enjoyment of the banquet by presenting each guest with a handsome bouquet.

The Peters Cartridge Company, represented by W. E. Keplinger, F. C. Tuttle, J. S. French, T. H. Keller, J. W. Hightower and H. P. Lemcke, gave out a letter opener of unique design.

Joseph J. McCaffrey, of McCaffrey File Company, distributed pocket files.

Frank J. Schollhorn, manager of the William J. Schollhorn Co., New Haven, Conn., gave out as a souvenir one of that firm's specialties, a pair of pliers.

The International Cutlery Company, Fremont, Ohio, represented by J. T. Rader, gave out one of the most useful souvenirs, a handsome razor. The ladies were each given a pair of scissors by Mr. Rader.

A. E. Welti, representing Keuffel & Esser, New York, presented the Conventioners with a handy pencil case containing a folding steel rule.

Mr. Frank S. Owerbacker, of the O. K. Stove & Range Co., Louisville, Ky., became one of the most wanted men at the Convention as soon as it was discovered that he was distributing what to outward appearance was a box of O. K. Stove Polish, but which contained instead a small bottle of real "Mountain Dew."

One of the most artistic souvenirs was that distributed by B. A. Hawley, vice-president of the Russell & Erwin Mfg. Co., assisted by A. R. Sesson and S. B. Bispham. It was a handsome piece of bronze which could be used for either a card tray or ash receiver.

A handsome pearl handle pocket knife, made by Dwight, Divine & Son, Ellenville, N. Y., was given out by C. H. Bennet, manager of the Daisy Mfg. Co., Plymouth Mich.

The Reading Hardware Company, besides furnishing music for nearly all of the entertainment features of the Conventions, distributed as souvenirs beautiful bronze horseheads, hand painted, bronze lizards for ornaments or paper weights, and two handsome books, one showing a large number of buildings in which Reading Hardware is used and the other the main points of interest of Atlanta, and of Reading, Pa.

Mr. F. Herbert Smith, formerly of the Nicholson File Co., was re-introducing himself as Southern representative of E. C. Atkins & Co.

A handsome leather pocketbook and a miniature leather-bound calendar were distributed by A. M. Whaley, Southern representative for John A. Roebling Sons Co., and The New Jersey Wire Cloth Co.

T. D. Halliwell, vice-president of Tower & Lyon Co., was for

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first time in attendance and added very largely to his list of friends.

The Blacklock Foundry distributed boxes of miniature sad irons, useful as paper weights.

Wm. Vogel & Bros., represented by L. H. Vogel and W. I. Sherwood, exhibited a handsome line of their goods in their rooms at the Piedmont, and gave out brass oil cans as souvenirs.

The Stanley Works, New Britain, Conn., presented each visitor with a handsome fob with ribbon of heavy black silk and the charm made up of a miniature "Samson" Back Band Buckle, with a sterling silver heart pendant, the latter representing the trade mark of this firm.

Among the other souvenirs were the following: Standard Tool Co., Cleveland, penholder; Iver Johnson Arms & Cycle Works, leather change purse; W. A. Chenoweth, hatchet; A. Leschen & Sons Rope Co., cigar case and pencils; E. I. Dupont Powder Co., cuff button representing a powder can; Acme White Lead & Color Works, cigar cutter; Simonds Mfg. Co., key chain; Columbian Hardware Co., aluminum ink well.

"HARDWARE'S" Special started on the return trip at noon, May 28th, amid the cheers of hundreds who gathered at the station to say good-bye. The train was made up of Pullman cars Warbano, Pleiades and Otranto, a diner; the Reading Hardware Company's private car Rainbow, and a coach carrying the band. The cars were well filled and the trip will be long remembered by those on board.

ARKANSAS RETAIL HARDWARE DEALERS ASSOCIATION

The fifth annual convention of the Arkansas Retail Hardware Dealers' Association is being held at Little Rock, June 8th, 9th and 10th, with headquarters in Gleason's Convention Hall, as we go to press. The following is the order of business:

WEDNESDAY MORNING SESSION, 10 A. M.

Opening of Convention, President John F. Maxley, Ozark.
Roll Call.
Enrollment of New Members.
Address of Welcome to Little Rock, Mayor W. E. Lenon.
Response for the Association, J. B. Avera, Paragould.
Report of Executive Committee.
Remarks by Manufacturers, Jobbers and travelling men present.
Adjournment.

WEDNESDAY AFTERNOON SESSION, 2 P. M.

Enrollment of New Members.
President's Annual Address.
Secretary-Treasurer's Annual Report.
Appointment of Committees on Resolutions, Press, Finance, Auditing, Insurance, Nominations.
Paper—"What Can Be Done by Our Members to Create a More Active Interest in Association Work?" John M. Pittman, Prescott; E. E. Mitchell, Morrilton.
Papers—"The Best Method of Keeping a Well Established Business Up to Its Standard." Hamp Williams, Hot Springs; W. M. Graham, Clarendon.
Address—"What the National Association Is Doing for the Retail Hardware Dealer." National Secretary M. L. Corey of Argos, Ind.
New Business.
Adjournment.

THURSDAY MORNING SESSION, 9 A. M.

Papers—"Business Hints in the Hardware Line." C. T. Rosenthal, Batesville; P. J. Tidwell, Buckner.
Paper—"What Are the Best Methods of Extending Credit and Making Collections?" J. L. Davis, Magnolia.
Paper—"Best Method of Keeping Tab on Credit Sales, so as to Insure the Proper Charge." O. R. McDaniel, Prescott.
"Catalogue House Competition—Looked at From the Jobber's Standpoint." R. W. Shapleigh, St. Louis.
From the Retailer's Standpoint, National Secretary M. L. Corey.
General Discussion of the Subject.
Reports of Committees on Membership, Transportation, Grievances, Fraternal Relations, Program.
Unfinished Business.
New Business.
Adjournment.

THURSDAY AFTERNOON SESSION, 2 P. M.

Paper—"Shall Barbed Wire and Nails Be Profit Makers or Leaders With Us?" J. A. Plummer, Marianna.
Paper—"Business Leaks, and How to Stop Them." T. B. Stewart, Newport; S. F. Palmer, Mammoth Spring.
Unfinished Business.
Reports of Committees on Finance, Auditing, Insurance.
Question Box.
New Business.
Recess to 7.30 p. m.

FRIDAY MORNING SESSION, 9 A. M.

Unfinished Business.
New Business.
Question Box.
Reports of Committees on Resolutions, Press, Nominations.

FRIDAY AFTERNOON SESSION, 2 P. M.

Adjournment.
Installation of New Officers.
Announcement of Standing Committees.
General Discussion—"What Shall We Attempt to Do in the Fiscal Year Which We Are Just Entering."
Adjournment.

HARDWARE FACTS AND FICTION NOT GENERALLY KNOWN.

WRITTEN FOR HARDWARE.

Third Article.

THE MIDDLE AGES.

The iron workers of England during the middle ages and far on to its modern times carried on their operations in a very primitive manner. Strange to say, the districts where their furnaces glowed under the heat generated by fires of wood are now gone "back to the land," and, save traces here and there of the furnaces long burnt down, nothing remains of those workings. Rural England reigns in Kent and Sussex, the forests of which counties are cut down, and pasture and arable lands alone are seen. The scene has changed; with the discovery of coal, iron works were opened up in the Northern counties of England where wild romantic scenery had been rampant. Towns and cities—busy centres of commerce with works and fiery cupulas—occupy the places where the wild stag and now extinct game were hunted.

Searching Saxon records in the Life of St. Egwin, founder and first Abbot of Evesham Abbey and third Bishop of Worcester, who died A. D. 717, it is recorded that he visited the iron works in the royal domain at Alcester in order to convert the workers, who made such a noise with their hammers and their anvils that he could not be heard, whereupon he is said to have placed a curse upon them, so that no smith was able to prosper at Alcester thereafter.

Sussex from early times was an important seat of British iron industry; the earliest record of the trade there is contained in a grant made by Henry III. to the town of Lewes in 1266, by which the inhabitants were empowered to raise toll for the repair of the town walls after the battle. Every cartload of iron destined for sale, which came from the neighboring weald, was to pay one penny toll and every horseload of iron half that amount. In 1290 a sum of money was paid to a certain Master Henry, of Lewes, for the ironwork for the monument to Henry III. in Westminster Abbey, which fact reminds us that talented smiths were brought frequently from long distances for important works.

"Strike now or else the iron cools."
King Henry VI., 3:5:1. SHAKESPEARE.

"I saw a smith stand with his hammer thus,
The whilst his iron did on the anvil cool."
King John. Act IV, sc. 2.

In early times iron was not actually made to melt, but was separated and formed into a lump while in a pasty condition. When it was found to be sufficiently free from carbon, to be malleable, without any further processes, it was brought under a heavy tilt hammer worked by a cog-wheel and driven by water power (many large sheets of water in the wealds of Sussex and in Kent owe their existence to the manufacture of iron).

The manufacture of Hardware goods out of soft iron dates back beyond the days when cast iron grate backs were made in Sussex, and it may fairly be assumed that as soon as the metal was obtained in a workable form, the genius of man began to operate upon the crude lumps of metal, and by the aid of forge and bellows to shape it into tools, weapons, and implements of husbandry, afterwards modelling culinary utensils and domestic useful contrivances. In the year 1300 the Ferones (that is, those who dealt in iron), made a complaint to the Mayor and Aldermen of the City of London "for that the smiths of the Wealds and other merchants bringing down iron wheels for carts to the city made them shorter than anciently accustomed, to the great loss and scandal of the whole trade of ironmongers requiring a remedy upon their complaint," whereupon an inquisition was taken of lawful and honest men, "who presented three iron rods

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"WEARS LIKE IRON"

JAP-A-LAC, the new wood finish, has grown in popular estimation until to-day it is the recognized superior of all wood finishes.

We have had unbounded confidence in **JAP-A-LAC** and have backed up this faith by the expenditure of vast sums of money to make it a household word in every corner of the land.

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Watch the leading magazines and exclusive women's publications and see what we are doing.

Start with the April issues of the *Ladies' Home Journal, Delineator, Designer, New Idea, Woman's Home Companion, Ladies' World, McCall's, Everybody's* and *Good Housekeeping* and many other publications, and try to realize the millions upon millions of people who each month read at least a portion of the "Story of **JAP-A-LAC.**"

Never before was a varnish product so thoroughly known. It insures millions of sales for **JAP-A-LAC,** and you will have your share of the demand.

Won't it pay you to place your order now and be ready to supply your customers' wants?

We have a specially alluring proposition for dealers and will gladly furnish information regarding it upon request.

The GLIDDEN VARNISH CO.

MAKERS OF HIGH GRADE VARNISHES

No. 44 Williamson Bldg., Cleveland, O.



(strytorum) of the anciently used lengths of the strytes, and also the length and breadth of the gropes belonging to the wheels of the cart, which rods were sealed with the seal of the Guildhall, London. One of these standard rods was deposited in the Chamber and another handed to John Dod and Robert De Paddington, both ironmongers of the Market, and a third to John Wymondeham, ironmonger of the Bridge." All comers were informed that no other wheels would be admitted into London market, other than those measured by these standards. It will thus be seen that the craft of ironmonger or dealer in iron and iron appliances was early an established trade. Self protection—the motive which actuated the pioneers of the association movement of recent years—caused the ironmongers of the fifteenth century to band themselves together, and form one of those powerful guilds by which the traders of London were enabled for so many centuries to maintain inviolate the secrets of their crafts, and prevent that overlapping of business, which prevails to so great an extent in the present day. The Ironmongers' Guild was incorporated in the third year of the reign of Edward IV., and in 1462 their Arms were granted by Lancester, King of Arms. Various charters were granted to the Guild confirming their rights by different sovereigns; Henry VI., Henry VIII., and Elizabeth all ratifying the charters of the company. Ironmongers' Hall, in Fenchurch Street, which is so soon to be pulled down, had the good fortune to escape the great fire of London. The Ironmongers' Company possess in trust many important sums of money. Samuel Pepys in his diary of 1661 refers to the trust left by Thomas Betton, whereby sums of money were to be devoted to the redemption of Christian slaves in barbary. Since Lord Exmouth's expedition no claims have arisen upon the fund, which is now administered for other purposes under the direction of the Court of Chancery. John Evelyn in his diary of 1671 records the fact that he dined in the City of London at the Fraternity Feast in Ironmongers' Hall, on which occasion the stewards chose their successors for the next year, with a solemn procession, wearing garlands about their heads, accompanied with the playing of musical instruments, afterwards drinking the health of the new stewards.

DON'T FAIL TO SEE IT.

Are you going to the St. Louis World's Fair? If so, don't miss seeing Warren's Model Hardware Store, 25x45 feet, in the first building at the right from the main entrance—Varied Industries—located on the north side, directly in front of Entrance No. 16.

NATIONAL CYCLE TRADE ASSOCIATION.

The third annual meeting of the National Cycle Trade Association will be held at the Cosmopolitan Hotel, corner Chambers Street and West Broadway, New York City, on June 22, 23 and 24. T. James Fernley, secretary-treasurer of the National Hardware Association, has been invited to address the joint session with the jobbers. Fred. C Gilbert, of the Pope Mfg. Company, has also been invited to address the gathering on the subject of present methods of stimulating interest in cycling. The following resolutions will be presented for discussion:

Resolved, That it is the sense of this meeting that all manufacturers should extend to jobbers the same dating on Spring orders that jobbers usually have to extend to their customers—viz., April 1.

Resolved, That it is the sense of this meeting that jobbers' prices should be extended to jobbers only.

Resolved, That a Classification Committee of 18, composed of three bicycle manufacturers, three coaster brake manufacturers, three tire manufacturers, seven jobbers and the president and secretary-treasurer of the N. C. T. A., be appointed by the president to formulate a list of those entitled to jobbers' prices; ten votes being necessary to place any name on the list.

Resolved, That it is the sense of this meeting that catalogues, price-lists or other advertising matter *reaching the rider* should not quote net trade prices.

The Entertainment Committee, comprising W. A. Graham, of John H. Graham & Co.; F. E. Castle, of the Twentieth Century Mfg. Company, and A. Seipel, of the Bridgeport Gun Implement Company, are arranging an attractive programme for the visitors, which will be announced soon.

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REVIEW OF THE MARKETS.

WIRE NAILS. The market, while remaining firm in its general movement, is but normal in its demand, while the mills have contracts on their books yet unfilled. Deliveries are made with a greater degree of promptness, and back orders are now well in hand. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

Jobbers, carload lots.....$1.90
Retailers, carload lots..... 1.95
Retailers, less than carload lots..... 2.05

New York. The local market, confined as it has been of late to small lots from store, has been fairly active with prices remaining as previously quoted, as follows:

Single carloads $2.10
Small lots from store 2.20

CUT NAILS. Under a moderate demand the Cut Nail market is enjoying a limited activity which bids fair to continue, quotations remaining as previously quoted, as follows: On either Steel or Iron Nails, with no discrimination as to locality:

Carload lots .....$1.75 base
Less than carload lots 1.80

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. Trade fairly active; prices quite firm; demand only moderate; are the conditions of the local market. Quotations are as follows:

Carloads on dock $1.89½
Less than carloads on dock..... 1.97½
Small lots from store 2.05

BARB WIRE. Were it not for the business coming from filling orders already under contract, the new business would scarcely be noted. It is seasonably light. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots.....	$2.20	$2.50
Retailers, carload lots	2.25	2.55
Retailers, less than carload lots.....	2.35	2.65

SMOOTH FENCE WIRE. The mills have been turning out a satisfactory output based upon unfilled contracts and their usual requisitions. Quotations are as follows, f.o.b. Pittsburgh, terms, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads $1.80
Retailers, carloads 1.85
Less than carloads 1.95

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BINDER TWINE. While occasionally is heard of a little lower quotation on one or more of the grades controlling the market, the bulk of the regular business has been based on the prices established by the International Harvester Company, and which are as follows:

	Cents per lb.
Sisal	10¼
Standard	10¼
Standard Manila (550 feet).....	11¼
Manila (600 feet)	12¼
Pure Manila (650 feet)	13¾

Five-ton lots, ⅛-cent less; carload lots, ¼-cent less. Kansas City, Minneapolis, Omaha, Council Bluffs, ¼-cent higher. Pacific Coast points, 1 cent higher.

CORDAGE. The Cordage market has not been subjected to any change of moment in any of its several quotations. The manufacturers ruling quotations are nominally about as herewith given:

	Cents per lb.
Pure Manila, 7-16-inch and larger	11½
⅜ inch	12
¼ inch and 5-16	12½
No. 2 Manila	10@10½
Pure Sisal, 7-16-inch and larger	9
No. 2 Sisal, 7-16-inch and larger	8
⅜ inch	8½
¼ inch and 5-16-inch	9
Lath, Yarn, Medium and Coarse	8
Jute Rope, No. 1.....	6½
No. 2.....	6

PUMPS. The National Association of Cast Iron Pump Manufacturers was organized at a meeting held in Chicago on the 25th ult. The following manufacturers were represented at the meeting: Humphreyes Mfg. Company, F. E. Myers & Bro., Barnes Mfg. Company, Temple Pump Company, Mast, Foos & Co., Flint & Walling Mfg. Company, Moline Pump Company, Red Jacket Mfg. Company, J. E. Porter Company, Duplex Mfg. Company, Cedar Rapids Pump Company, Dempster Mill & Mfg. Company, Challenge Wind Mill & Pump Company. F. E. Myers was elected president; H. J. Parks, vice-president; T. R. Barnes, secretary, and E. H. Sleight, treasurer. It is understood that practically all of the Pump manufacturers are heartily in favor of the organization.

STILLSON WRENCHES. Walworth Manufacturing Co., Boston, Mass., manufacturers of the Stillson Wrench, have revised the list prices of Wrench parts, which is now as follows:

Revised List on Stillson Wrench Parts.

	6-in.	8-in.	10-in.	14-in.	18-in.	24-in.	36-in.	48-in.
Jaw	.75	.75	.80	1.00	1.33	2.10	4.75	7.25
Frame ..	.35	.35	.40	.50	.55	.80	1.30	1.50
Steel Handle	.95	.95	1.10	1.45	2.10	3.20	6.40	9.25
Nut	.11	.11	.14	.17	.22	.35	.55	.95
Wood Handle	.16	.16	.18	.25	.28			

To be in effect June 1st.

LINSEED OIL. Under date of June 6, the following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....40 cents per gallon.
In lots of 5 barrels or more.....39 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE ALBANY TRADE.

Conditions at this point are settling into some quietude as may be expected at this time of the year—barring the usual demands for "season" goods in the way of Screen Doors and Fixtures, Freezers, Refrigerators, Hammocks, together with the usual orders for Scythes, Snaths, Hay Forks and kindred goods. A satisfactory trade has prevailed thus far throughout the Spring considering the weather conditions which have been like most sections, backward. The flurry of hot weather we have had during the past few days brings us to a realizing sense that the "heated term" is to be in evidence and vacations will be the subject that will interest managers and clerks alike very soon. Prices are fairly well maintained on leading goods. The fortunates who contracted liberally early in the year have been able to sell at extremely low prices for carload orders in Heavy Hardware and Nails and a slight shrinking of the market on some leading goods will check under-selling but will enable the fortunate purchaser to meet changed conditions with but slight loss. There is very little of interest to report. The attention of careful observers has been turned towards the reports of the able papers that have been prepared by some of the master minds in the Hardware trade, and presented at recent Association meetings. They are certainly good reading and the views expressed, no doubt, agree in the main with those of the thinking Hardwareman. Competition everywhere is sharp, coming from all points, and developing from many new and unexpected centers and in new forms. We suppose it is a case of "the survival of the fittest" and the best posted and most level-headed houses will hold their own against "flighty" competition, winning out at last with not too large profit, but on the home stretch will get substantial returns from their well managed business. The St. Louis Exposition will undoubtedly draw merchants from all sections of the country and much interest may be expected in looking over the exhibits of Hardware and manufacturers' specialties which appeal so strongly to those engaged in the trade, and which "sandwich" in well with the other exhibits in art, science, and in the humorous side of the Exposition as well. The subject of collections always interests the financial man of every house, and it is pleasant to report an

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STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

improved condition by most of the houses in this section and an increase among smaller merchants of those who appreciate and endeavor to secure the premium for the prompt payment of bills. Barring the customary disturbances incident to a Presidential year, it is generally believed that a fair Fall trade may be expected.

Albany Hardware & Iron Co.

THE CLEVELAND TRADE.

"Be gentle and keep your voice low" is an excellent motto for salesmen when entering and leaving an office, as it will not interfere with others than the buyer, and to detain him only sufficient time to do the business, as others may be waiting to see him, and if the talk be loud, they may learn trade secrets, besides low talk is most impressive. Spring trade continues fair. How much "exhaust steam" has given it impetus, we can tell better in July, as the future outlook will depend on crops of grain and strikes. The strike crop may be modified by the organization of employers. The contest for open shops is so manifestly American, in principle it should prevail. Opportunity is essential to liberty and it is the glory of our flag that it guarantees that. Preparation for war is said to prevent it. With labor and employers both organized, both sides will be heard, and this will tend to prevent extreme action by either, and modify the feeling of selfishness. The partnership of interest between labor and capital is for the good of both and for the good of the country, but war may be the only specific for curing our ills. "Be gentle and keep your voice low" is good advice in all controversy, a the "Meek are to inherit the earth."

Lockwood-Taylor Hardware Co.

THE PITTSBURGH TRADE.

Some notable improvements are either contemplated or under way in Pittsburgh, which will give employment to a good many men. One is a filtration plant for the water supply, which is much needed for the health of our city. Another is the removal of what is known as the "hump," a portion of the business section covering several squares, which it is proposed to grade down some eighteen feet. The estimated cost of these two improvements is some $7,000,000. A warehouse terminal station comprising some forty large warehouses, said to be larger and better equipped than the famous Cupples Station at St. Louis, is already under way, the contracts for the buildings having been let and work started. The Wabash R. R. has about completed its entrance into our city at a very large outlay and has announced June 19 as the date for running regular trains into and out of the city. The bridge over the Monongahela River is a million dollar affair and the station and approaches to it are very substantial and handsome. Evidently the Wabash has come to stay and expects to get a large amount of business here.

Logan-Gregg Hardware Co.

THE CINCINNATI TRADE.

The heavy rains of the last of May, and the very hot days of the forepart of June have transformed the wire cloth business. Orders given for future shipment have been changed to orders for immediate shipment and screen doors and windows are in demand, as the "flies are simply swarming," writes a Southern Hardware dealer. Hose, screens, lawn mowers and covered galvanized cans are so greatly in demand that the dealers have little time to attend to much else. More lawn swings were sold in early June than all of last season. The wholesalers, H. Belmer & Co., B. H. Knapp and Johnson Bros. Hardware Co., had an over supply of wire fencing and poultry netting which they were anxious to get rid of at a reduced price; the fourth of June saw them entirely cleaned out. B. Schuette, of Schuchardt & Schuchardt, Berlin, Germany, one of the largest importers of machine tools in Germany, was a guest of Cincinnati manufacturers of machine tools the last of May. The firm purchases most of their tools in Cincinnati. Mr. Schuette gave several good orders for tools with local manufacturers before leaving. Hanging Rock, a short distance up the river, the scene of so much labor trouble in the iron region, is where the finest iron in the world is produced and which is the highest priced iron quoted on the market This iron is pronounced by experts as the only iron in America suitable for the manufacture of Krupp guns. Happily the militia has quelled the disturbance and the mills will be operated in full force, it is stated, at once. Buyers are manifesting great willingness to restock since the good weather set in; uncertainty has given place to comparative assurance now, where even to the first of the month buyers would hardly accord the salesman a hearing. It was thought that crops in this section would be damaged, but they are to the contrary, in the best condition, though retarded cherries, which should have been eatable, and were on last Decoration Day, are yet small and green. The First National Bank moved into its new sky-scraper on Fourth and Walnut Streets, and were ready for business June 9th. This building completes the list of high buildings which were in course of construction for the past year. The City Hall people claim that the tax duplicate for the city upon which the 1905 levy is to be based, will reach 221 million dollars, which will increase the revenue from taxation some $160,000.

The Cincinnati Press Association.

SAGINAW TRADE.

In this locality, we have had a cold, backward Spring, which has retarded planting sugar beets, corn and other seeds. The last few days it has been necessary to wear Winter clothing, in walking or riding out. These conditions have had a tendency to restrict trade and collections. With warmer weather, we look for more active business.

Morley Brothers.

THE DAVENPORT TRADE.

Orders are largely of the assorting up character, but they are sufficiently numerous to make the total footings about an average of previous years. There is no particular feature of the hardware trade that is at all remarkable; a quiet, conservative, easy-going way of doing things seems to pervade the whole business situation, and the people evidently enjoy a little respite or rest from the rushing, feverish conditions that have prevailed for so many years There are few, if any, complaints, and everybody seems satisfied and quite content with doing well, even if they do not expect that the year's gain will be as large as they have sometimes secured.

Sickels, Preston & Nutting Co.

THE CHICAGO TRADE.

Since the advent of warmer weather, orders have increased quite noticeably. From the nearby sections, considerable building is going on, or we should judge so from the fair-sized orders coming to us for Builders' Hardware, Gutters, Eaves Trough, Roofing Plate and Solder. Country trade is good in Barbed and Plain Wire, Cut Nails, Wire Nails, Painted Cloth, Lawn Mowers, and other Spring goods. Chicago city trade is only fair for this season of the year. Prices are without material change and are holding steady.

Wells & Nellegar Co.

ST. PAUL TRADE.

Conditions in our section are not improving as they should. A very late Spring with unseasonable weather ever since April 1st, has held back much business. We can see no improvement possible until the crops are assured. With the fear of lower prices and the lack of "ginger" in the people, it seems as though the danger of a bad condition was growing greater, and yet there is no excuse in our section for the depressed feeling. In the meantime, all jobbers are hustling, and some prices are demoralized. The retail merchant gets some bargains, even if his orders are light. We are glad to see that the manufacturer is holding his prices firm, as surely a decline in prices can be temporarily only, as there should be a good condition as soon as the people understand that no great disturbance can be in the air. For why should such come about, with a prosperous people such as we are; surely nothing should disturb us.

Hackett, Walther, Gates Hardware Co.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

THE SAN FRANCISCO TRADE.

This city's hardware trade is pardonably proud of the fact that the Bradstreet and Dun agencies are mentioning the Pacific Coast as the source from whence proceeds America's best commercial reports. Our developing Oriental commerce is helping this section of the country out wonderfully. We are selling a large quantity of farm produce to the American, Russian and Japanese governments for their armies and navies in the Orient. Our supplies have been so reduced that we are going into the new crop year with our warehouses practically bare of everything, and as our crop prospects are excellent, we are justified in looking forward to another good year. Hence there is an air of confidence and cheerfulness throughout the whole coast and no complaints of any consequence are heard from any quarter.

Since last report of States Association work pertaining to retail Hardware circles an added force of enthusiasts of good and encouraging promise from the southern section of this commonwealth has rallied to the support of the State Association. Credit for this important factor is largely attributed to active personal efforts of O. F. Sites, the State Association's second term president, and Max M. Brown, one of his chiefs of staff. These two prominent San Francisco retailers have been south acting as a special committee from the California State Retail Hardware Association, and relating to their mission Mr. Sites accommodated the reporter by saying:

"Responsive to the urgent request of President Jas. W. Hellman, of the Southern California Retail Hardware and Implement Association, we went as a committee and attended the Southern Association's annual meeting. On entering the convention hall we were discouraged by the manifest lack of enthusiasm in association work, as roll-call showed barely twenty members present. No Los Angeles firms were represented. Being called upon for remarks we put in most of the day in missionary work, explaining how benefits are to be obtained from and through organization and in discussing plans to reach the hearts of all the dealers in the South to the securing of their co-operation by getting them to become members. After adjournment that afternoon between seventy and eighty telegrams were sent to the more widely scattered hardware dealers, and read as follows:

"'Retail Hardware and Implement interests at stake! Your presence urged for meeting, Odd Fellows' Hall, Friday morning. Answer.' Merchants near by were communicated with by telephone and both telegrams and 'phone messages were supplemented by a letter urging attendance at the Friday meeting to hear visiting members from the State Association relate successful experience in the northern part of the State and show how it is possible to bring to the Southern California hardware dealer the same profit and protection now being enjoyed by the trade in the North.

"The effort proved well worth the while. Eight Los Angeles firms were represented at the Friday meeting, also trade representatives from Santa Ana, Santa Barbara, Redlands, Azusa, Pomona, Santa Paula, Upland, Anaheim, Fullerton, Corona, Pasadena, Ocean Park, Compton, Orange, Riverside, Monrovia, Ontario, Long Beach, Oxnard, Covina, San Pedro and Ventura.

"Many communications were received from others who could not attend in person, but who expressed their full sympathy with the movement and signified their willingness to co-operate by joining the association. Both sessions, morning and afternoon, were enthusiastic meetings and full of promise, and the names of over twenty new members were added to the roster of the association's membership.

"We found the conditions, both in Los Angeles and other points in the southern country, to be no worse than those which originally confronted us in San Francisco and the North. The trouble with the members of the South has been from lack of understanding or knowledge as to how they should go to work to secure for themselves, through their organization, the benefits to which they are justly entitled and which we of the North now so happily enjoy.

"I believe we succeeded in shedding light upon these lines and that there should be no longer any good reason for the Southern association to remain apathetic. The South needs two associations, one for Los Angeles and one for the country, but both working co-operatively for the common good. So far as the country is concerned a healthy association is now an assured fact, and as for Los Angeles, it is my opinion that within a short time this prospering city will have a retail hardware association we shall be proud to welcome into our State Association.

"While we were South we had the pleasure of meeting at a most enjoyable banquet nearly all the hardware wholesalers of Los Angeles, and were pleased to hear them express their hearty approval of retail association work. They pledged us their support, and with the retail association plans once under way many of the evils now complained of must at least be mitigated or will entirely disappear.

"While in Los Angeles we were pleased at meeting an old acquaintance, S. V. Armstrong, now in the manufacturing trade at New Britain, Conn. He was formerly a retail Hardware merchant in San Francisco, and a member of the executive committee of the California State Retail Hardware Association Metaphorically speaking he took off his coat and was with us in our work at Los Angeles.

INDUSTRIAL PRESS ASSOCIATION.

THE PHILADELPHIA TRADE.

Summer has come with a rush and jobbers have for the last two months been getting some of the trade which was expected in the early part of the year. Retailers are also feeling the effect of the demand for hot weather goods, which are now moving. There is some complaint by manufacturers that the sale of Ice Cream Freezers is not quite up to the average, but this is, we think, explained by the fact that last Summer was unusually cold, and probably a large portion of the Freezers bought were carried over in the hands of the retailer this year. Screens seem to be in unusual demand, and the call for farming implements is quite active, although carpenter's tools are not so much in request. The falling off in this line is probably due to the high price of material and labor, which have done much towards discouraging building this year. As far as prices are concerned, there seems to be but little change in either direction. Manufacturers claim that while the cost of iron and steel has decreased somewhat it is more than offset for the higher prices paid for labor, while everything into which wood enters is costing more money, by reason of the increasing scarcity of lumber. Cotton goods are also firmly held, and it is surprising in how many articles in the Hardware line cotton finds a place, and as the price of spot cotton is still high there is very little important change in the prices of these goods. Collections seem to be improving as might be expected with the sale of early crops and farm products. The prospects throughout our section are good for large crops of berries and fruits. The only question is whether it will be possible to maintain prices with a crop of this size.

BIDDLE HARDWARE CO.

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BRUSHES AND BROOMS.

In the mechanical world a need no sooner voices itself than some inventive genius answers it with a satisfactory device. New uses are constantly arising for the cleansing brush and new designs in various sizes are ready to hand before the use can be much more than anticipated. The broom with which the prehistoric housewife made neat her rude cave dwelling, with its rawhide door hangings, was doubtless a bunch of stiff twigs thong-lashed about a stick, and brooms of this shape were common in this country until recent years, and are still found among the rural districts of other lands. With the ever-growing need for brushes and brooms of every description, has kept pace the ever-widening search for suitable materials for use in their construction, and into their making have gone many strange things.

Upon the use to be made of a brush depends its shape, its manner of making and its composition, and as a result there are hundreds of different styles upon the market, from the dainty little camel's hair pencil to the big revolving wire brush used in street-cleaning machines. Among the smaller and finer brushes are those for artists' use, and they are fashioned from various soft materials, among them the elastic hair from the sable and the camel, and less expensive ones from the hair of the squirrel, rabbit and goat, while longer ones for varnishing purposes are made of the hair from the pretty gray badger and the bear.

Considerable skill is required in the manufacture of these fine brushes, for suitable hairs have to be selected and carefully washed and sorted as to size and length and all the tips must lie one way. The brushes are carefully formed so as to work to a point in using, and the original tip of the hair must be used, and not a stubby, cut end. The tiny, properly-shaped bunches are tied with a glue-soaked thread and finished with metal or wooden holders or else are inserted in quills soaked in hot water, and which upon cooling contract and hold the brush. Quills of domestic fowls are used, and the tiny ones from larks and quills.

Next in size come the various bristle brushes, with their endless shapes and uses, and for them the best and longest bristles come from Russia and Poland and other cold countries where the hog needs a more protective coat, and there the bristles sometimes grow to a length of from 7 to 12 inches. The American bristle is short and soft for here the hog is fattened young and rushed to slaughter before the bristles are of special market value, although they are used in the cheaper grades of brushes. Long bristles come also from the wild hog of China, and are gathered in the interior of that country and brought to the sea ports, where they are sorted by hand into little bundles containing the various lengths and with the tips all laid one way. They are also sorted as to the colors, which are black, white and red. In sorting as to length a workman takes a handful of the bristles, and striking their bases sharply on a hard surface forces them to stand evenly and then from the top he gently draws away all those overtopping a certain measure, and lays them in a certain pile, and so on down to the shortest lengths. Then they are tied up in bundles again and packed in bales for shipment. In this shape many imported bristles come to the different brush factories of this city, where they are worked up in numerous ways and reshipped all over the country. One maker, whose interesting plant is operated by electricity, fills many government orders and has just sent a large consignment of brushes to the Philippines, where Uncle Sam is putting a new face on things.

The first treatment given the bristles here is a thorough scouring, and the bleaching of the lighter shades. The cleaner grasps firmly by one end a handful of the stiff hairs, and on a common washboard, set in a tub of hot suds, he rubs them vigorously in a soapy froth, and, reversing the handful, he scrubs the other half until it resembles a clean paint brush. After rinsing the bristles, he opens them out in a loose, even layer on trays to dry, and when nearly dry, the trays, which are made of slats, are set one above another in a kiln, and under them a charcoal and sulphur fire is built, the fumes from which bleach and dry the bristles ready for use. As may be expected, many of the bristles get turned "wrong end to," and to get the tips all one way an ingenious process is carried out, which, simple as it is, must be seen to be appreciated, since it is based upon the well-known feather-like formation of hair, which enables it to slide smoothly in one direction only. A handful of the cleaned bristles is opened out in an orderly layer across a board covered with something like sandpaper, and across this layer a bar of wood is moved with a sawing motion up and down the bristles, which promptly crawl out from under the pressure like live things, and those found headed the wrong way can be reversed.

For the finer paint brushes of all kinds this sorting arrangement is necessary, since the original tip of the hair ends in a soft fringe and not a bristly stub.

The well-constructed paint brush has the outside covered with the graduated tips, which are also well scattered through it, and so tend to maintain its quality as its length gradually wears away. The longer bristles and the soft, long badger hair are used for the flat and round varnish appliers, and for other brushes known only to painters. The very best and stiffest and longest bristles are reserved for the shoemakers' own peculiar needs.

Some brushes are made by inserting tufts of the hair into holes drilled in wood, and this kind of work is called setwork, but when the holes are filled by a doubled bunch of the bristles, held in place by a wire through the loop, the work is called drawn work. In making the former brush a tuft of the bristles have one end dipped in hot liquid cement, composed principally of pitch, then are securely wrapped with a linen thread, redipped and thrust with a deft twisting motion into the drilled hole where the cooling cement holds them indefinitely. In the drawn work properly shaped pieces of wood or "stocks" are drilled full of holes, which are filled by having a loop of wire pushed through to receive within its curve a bunch of bristles and be jerked smartly back again, doubling the bunch into the hole in a flaring tuft. Over the unsightly wire stitches is glued or screwed a smooth veneer of wood, the bristles are trimmed an even length, and the brush is finished. In some of the factories the work is done by hand, and in others machines are used, but the principle is the same.

The power-run machine has an oscillating wheel which automatically delivers to the wire loop the bunches of bristles, the holes for the reception of which have been cut by rapidly revolving drills. In the solid-back brushes the tuft holes are sometimes connected by a laterally drilled tunnel, through which the wire is sent that holds the tufts in place.

Under the head of bristle work comes, among other things, the blacking brushes for both shoes and stoves, the round brush for adjustment on a long handle to use in washing tall windows and the similarly adjusted longer brush for cleaning dusty walls and ceilings. Whitewash brushes are of long, selected bristles, and beside being neatly bound with leather bands, have all interstices about the handle filled with a smooth cement which is ironed into place with a hot steel bar. Small cone-shaped brushes with a handle are used in washing beer glasses, narrower ones clean bottles, while much larger ones are made in crescent shape with bristles on both the outer and inner curves and are used in cleaning the outside and inside of beer vats. Various hair sweeping brushes are made to clean hardwood and tile floors and oval shapes are made with a leather strap across the back and are used in grooming horses.

Fine, soft white bristles are set in dainty handles of wood or celluloid for lather brushes, and hairbrushes are fashioned of bristles of varying sizes, down to the very finest for use on baby heads. The stiffest and coarsest bristles are caught between twisted wires and form round brushes for cleaning revolvers and steelwork. Large, round, stiff brushes are made for cleaning house, chimneys and have superseded the employment of tiny boys in that dusty work.

In the cheaper grade of brushes many things have been substituted for the expensive bristle, and some of the substitutes demand an expert to detect them, as the glossy hair from the tails of horses and mules is used with an admixture of genuine bristle until the result is calculated to deceive the very elect pig himself.

(To be continued)

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We Want to See You

in the Manufactures Building, Block No. 12A, at the greatest of all World's Fairs, St. Louis, 1904.

We want you to make Our Booth your headquarters. Ample arrangements have been made for your comfort and enlightenment. If you become tired, or want to write a letter or if you want to learn more about National Carpet Sweeper construction—you will find chairs for resting, desks and stationery for writing, demonstrators to explain the details of the manufacture of our product—our new patented features. Then, too, you will see for the first time (in addition to our regular improved line) our latest models—the most magnificent carpet sweepers ever produced by human mind and skill—including the **Louis XV, Hepplewhite, Sheraton** and **Mission** designs. Every one of these models is positively away ahead of any other carpet sweeper ever exhibited. The hand of art has never been more visible in the history of carpet sweeper building than is undeniably evident in our latest sweeper conceptions which permit no comparison—no competition. One more "NATIONAL WAY." Remember this page and look for what follows.

BRANCHES:
Toronto
New York
Chicago
San Francisco
London

Write for our special World's Fair offer.

National Sweeper Company,
Marion, Ind.

RAPID INCREASE IN IMPORTS OF INDIA RUBBER.

Imports of india rubber into the United States in the fiscal year about to end will exceed by far those of any earlier year, and will amount to over 40 million dollars in value. The demand for this article of exclusively foreign production for use in manufacturing has increased very rapidly in recent years, and the imports in the present fiscal year, as shown by the Department of Commerce and Labor through its Bureau of Statistics, will amount to about 60 million pounds, valued, as already indicated, at fully 40 million dollars. This rapid increase is apparently due, in a large degree, to the increasing use of this material for tires of vehicles of various classes, though in other lines of manufacture the demand is also very great.

The rapid growth in the use of this article of manufacture in the United States is illustrated in the fact that the total value of india rubber and gutta-percha imported in 1870 was less than 3½ million dollars, in 1880 9½ millions, in 1890 15 millions, in 1900 31 millions, and in 1904 will be fully 40 millions. The increase in quantity has not been quite so rapid as the increase in value, owing to the fact that prices have advanced materially by reason of the greatly increased demand of the various manufacturing sections of the world, especially the United States.

In 1880 the quantity of rubber imported into the United States amounted to 17 million pounds valued at 9½ million dollars, making the average price about 55 cents per pound. In 1890 the quantity imported was 34 million pounds valued at 15 million dollars, or slightly less than 50 cents per pound. In 1900 the quantity imported was 49 million pounds valued at 31 million dollars, or about 63 cents per pound; while in 1904 the record of the 10 months for which figures are now available shows an average value for rubber imported of 68 cents per pound. In addition to this, however, large quantities of material utilized in conjunction with india rubber are now imported.

Importations of "gutta-joolatong," a product of India, which is used in certain industries as a substitute for india rubber, now average more than a million pounds a month, while importations of old and scrap india rubber to be re-manufactured amounted to over 15 million pounds in the ten months of the fiscal year for which a record is now at hand. These importations of old and scrap rubber for re-manufacture and of gutta-joolatong as a substitute in certain lines of work are comparatively new and have only been reported by the Bureau of Statistics as a separate item during a very recent period. The fact that they are now utilized and that the importations of old and scrap rubber to be re-manufactured have reached such a large total indicates the great demand for this material in the manufacturing industries of the United States.

Brazil is the most important source of this material. More than one-half of the india rubber imported into the United States comes direct from Brazil, the total from that country alone being for the ten months 30 million pounds, valued at 20⅓ million dollars. The United Kingdom supplied in the same period over 7 million pounds, valued at 5¼ million dollars; Germany, 2 million pounds, valued at 1¼ million dollars; and "Other Europe," nearly 10 million pounds valued at over 7½ million dollars. These supplies of india rubber which come from the European countries are in practically all cases the product of their various colonies, Germany drawing her supplies from her colonies in Africa; the United Kingdom, from Africa, India, Ceylon, and the Straits Settlements, while the supply from countries designated as "Other Europe" is chiefly that obtained in Africa by Belgium from the Kongo country which it controls.

Belgium supplied in 1903 nearly 5½ million pounds of india rubber against less than 2¾ millions in 1900, less than 1 million pounds in 1897, and but 30,000 pounds in 1893. Germany's supply of rubber to the United States has grown from a little over 1½ million pounds in 1893 to practically 3 millions in 1903, while that from the United Kingdom has increased from 6½ million pounds in 1893 to nearly 10 millions in 1903. Portugal also draws considerable quantities of india rubber from her colonies in Africa, her total shipments to the United States having grown from 1½ million pounds in 1893 to over 2 millions in 1903. Brazil's supply of india rubber to the United States grew from 26,749,695 pounds in 1893 to 31,119,486 pounds in 1903, and in the year about to end that country will contribute about 35 million pounds, and probably exceed her total for any preceding year.

The table which follows shows the value of india rubber and

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gutta-percha imported into the United States at quinquennial years from 1870 to 1890, and annually from 1890 to date:

Year ending June 30—	India rubber and gutta-percha. *Dollars.*	Year ending June 30—	India rubber and gutta-percha. *Dollars.*
1870	3,459,665	1896	16,781,533
1875	4,675,490	1897	17,558,163
1880	9,606,239	1898	25,545,391
1885	9,095,256	1899	32,041,626
1890	14,854,512	1900	31,792,697
1891	18,020,804	1901	28,835,178
1892	19,823,090	1902	25,652,977
1893	17,964,667	1903	31,004,241
1894	15,162,333	1904 (10 months)	37,580,746
1895	18,175,382		

PFLEUGER'S ADVICE TO HIS TRAVELLING SALESMEN.

"As a great deal depends on our travelers, it is necessary that we watch this branch of the business very closely," writes E. A. Pflueger, secretary-treasurer of the Enterprise Manufacturing Company of Akron, Ohio, in an open letter to the company's corps of traveling salesmen. Continuing, he says: "If you are going to make a success you will have to work and work hard, for in these days of strong competition, you will find if you are a little lazy, the other fellow has got the business. You want to go out for business and do not forget that your tools, which consist of bulldog grit and ironclad nerve, must go with you.

"From this, do not gather the idea that we desire you to go out and horsewhip the first man you come to, but we do want you to go at your customer with the intention of doing business. When a customer says to you that he does not wish to buy goods, or that he is going to buy some other make, or your prices are too high, you want to be just as aggressive as a man can be and go for that customer, just as a dog goes for a rabbit, and never give up the chase until you have got your man.

"The great trouble of nine-tenths of the traveling men on the road to-day is, that they are not game and give up too easy, and if a customer says 'no,' they settle right down to what the customer says. Now, that kind of a man is not worth a cent to us and he had better be sawing wood, shoveling dirt or following the plow, than out on the road to sell goods.

"In these days of hustle the only way to make a success is to have a will power of your own that is stronger than the will power of the man you deal with and have him deal as you want him to deal and not as he wants you to deal. A good traveling man will never leave a town until he has sold a bill of goods and secured the best dealer in town. Now you may say that it is impossible to secure the best dealer in town—we will admit that once in a while it is the case, but if a traveler is made out of the right kind of stuff and has only got the courage and patience to keep up the fight, hang right on to his customer, he will get the dealer sooner or later, nine times out of ten.

"That is the kind of traveling man we want. We want a traveling man to go into a town and pick out the best dealers and go for them with all the vim and energy he can command and work up enthusiasm until he is carrying 200 pounds to the square inch and stay right with them until he sells a bill of Pflueger's goods. Another thing, many of our travelers put off the shipment of goods until February, March, etc. What we want to do is to ship the goods at once if possible. Instead of getting orders for $50, $75 or $100, get orders for $250, $500, and $1,000 and so on up; you can't make us feel badly as to the quantity. You don't get anything in this world unless you ask for it.

"Good orders are not thrown into your order book, but you have to work for them and work hard. If you make a squeal for a small order you will get a small order, but if you fight for a big order you will accomplish a great deal more than you would have done by working for a small one. There is no use in boring with a gimlet when you can take a two-inch auger. A gimlet hole is only a small hole compared with that of a 2-inch auger. We want our travelers to feel that we have the best goods in the world and that our prices are right and very reasonable; and they must impress upon everybody they meet and everybody they sell to that we have the best goods, and fill the dealers so full of 'Pflueger's goods' that they can't help but talk our goods.

"Now, if you will follow our instructions, each and every traveler will be more valuable than he has been heretofore. Do not say 'It can't be done;' if you feel that way, we would rather you would resign and quit, because when a man feels he can't accomplish anything, he will never make half the effort he would if he were determined to do it. Go to work as if your life depended upon what we have to say to you here, and you will be surprised at your success. Stop and think what we have travelers out on the road for; what are we paying such enormous sums of money for? It is to secure business in the first place, educate those to whom you sell goods, and advertise Pflueger's goods broadcast."

What Mr. Pflueger says of his line and the men who sell it will apply to other lines as well.

CHANGES IN THE SAFE INDUSTRY.

American manufacturers of safes came out with flying colors from the ordeal through which their products passed in the big Baltimore fire, demonstrating their superior merit in every way. The industry has always been an important one in America, but it has undergone many changes in recent years.

"The Baltimore fire has given as severe a test as could be desired of the safe and the safe-deposit vault that has been brought to perfection within the last ten years," said the manager of one of the largest safe manufacturing firms in New York a few days ago. "At the time of the Chicago fire there was nothing like them in existence. The modern safe is as much of an improvement over those in use then as the modern battleship is over those in use during the war of 1862.

"Fires in one part of the country and another are gradually taking the old-fashioned safe out of existence and manufacturers are not putting others on the market to take their places. There is no denying the fact that cheap safes are made. Some of them look handsome in an office, but they are no more protection against fire than so much wood.

"Manufacturers used to aim to make a safe that was both burglar-proof and fireproof. They do not do that now. A fireproof safe—that is, a safe that will absolutely preserve its contents in a fire—is of very different construction from a burglar-proof safe. The perfect system of night watchmen in American office buildings and banks has reduced the demand for burglar-proof safes. Any burglar who touches a safe nowadays or gets anywhere near the door of a safe-deposit vault is likely to set off an electric alarm system that will bring the police or an armed guard upon him before he can get away. We have not had a bank burglary of any account in New York for twenty years.

"In constructing fire-proof safes for offices in the skyscraper buildings we have to look out for danger from falls as well as destruction from fire. That is where the modern safe has stood the supreme test in the Baltimore fire. One of our safes, weighing 6,000 pounds, fell nine stories and is barely dented. Not long ago one of the modern safes fell twelve stories down the elevator shaft of a New York skyscraper. It cost $1,200 to repair the elevator shaft and only $26 to repair the safe. Some of the old-time safes were built of small iron plates—scrap iron, it might almost be called—riveted together at the corners. They might keep the fire out all right, but in a fall they went to pieces.

"The modern safe is a solid, one-piece angle frame, front and back, which cannot fall apart. It has eight flanges, compared with four in the old safes. The bolt-work and lock is away back of the fire-proof filling, and not on the edges of the door, as formerly. The fireproof filling in the flanges or steps is of asbestos, marble dust and chemicals. Each manufacturer uses his own composition of chemicals, and keeps it a secret. The chemicals generate steam during a fire, which not only assists in preserving the contents of a safe, but reduces the chances of metal expansion.

"It follows, naturally, that safes are more expensive than they were. A business man does not hesitate now to spend $1,000 to $5,000 on his safe. When you get far above the last-named price you get into vault work, which is a separate branch of the business. Safety vaults are built in conjunction with the construction of the building. The safes in them are designed by experts. They cost all the way from $10,000 to $300,000, which is the price of the vault in the First National Bank in Chicago.

"Steel is used in the construction of a safe whenever possible. For reasons not necessary to explain it is not always possible. Armor plate is not much good for safes. It is too expensive and does not work easily. We get the best results from a material manufactured for the purpose called chrome. Business men are buying more safes than they used to, because no man carrying a mercantile stock can get a fire insurance policy unless he keeps his books in a fireproof safe during the night, or in hours when they are not in use for business. Burglar-proof safes are still made for smaller towns or rural districts where the system of police supervision, night watchmen and burglar alarms is not so perfect as in New York."

WANTED—A salesman experienced in Hardware, Stoves and Housefurnishing Goods. Fine opening with a good house for the right man. Best references required. Day & Holt, Katskill, N. Y.

WANTED TO PURCHASE, Bankrupt Stocks or Discarded Patterns, and, in fact, anything in the Hardware, Paint or Stove line. Bael's Hardware Store, Trenton, New Jersey.

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A 20TH CENTURY LIQUID GLUE

Increase Your Sales **Increase Your Profits**

The Best and Strongest Glue that Money, Experience and Brains has produced. **NOT A FISH GLUE.** A Pure Animal Glue. The only Animal Glue in Liquid Form made.

THIS GLUE will not Sour, Mold, get Brittle, Brash or Crumble.

STANDS MORE HEAT AND COLD. SMOOTH AS OIL. MORE EASILY APPLIED THAN OTHER GLUES. ALWAYS READY FOR USE.

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Does Better Work

All size Cans—no Screw tops, Friction tops—easy to open and close. Every drop can be used.

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Outside Varnish — Floor Finish
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Pew Finish
Coach Varnish
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Mixed Paints, Varnish Stains,
Enamels, Colors,

DO YOU HANDLE THEM?

If so you are making as large a profit as is legitimate and have the satisfaction of knowing that you are handing your customer his money's worth.

EUGENE E. NICE
272-274 So. 2nd St., Phila.



SIXTY YEARS OF THE TELEGRAPH.

The *Wall Street Journal* recalls that a notable event occurred on May 1, the sixtieth anniversary of the sending of the first Morse message over a telegraph wire in this country. On that day in 1844 a message was sent over the telegraph line building between Baltimore and Washington, telling of the proceedings of the convention in Baltimore which nominated Henry Clay for president. The development of the telegraph in the subsequent sixty years has transformed the business of the world. When it is said that there are in this country about 245,000 miles of telegraph lines, over which, in 1903, 91,391,443 messages were sent, some idea is conveyed of the enormous importance of the first message transmitted in May, 1844. There are now 1,764 private and government cables, having a length, in nautical miles of 204,527, and there are, taking the whole world into account, more than 1,000,000 telegraph and cable messages transmitted every day of the year. The following table shows the number of messages sent in each of the more important countries, the statistics for the United States being those of 1903; of Great Britain, those of 1902-3, and those of the other countries being for 1901:

	No. of messages.
United States	91,391,443
Great Britain	92,471,000
France	48,144,151
Germany	46,008,794
Russia	18,565,867
Austria	15,057,176
Hungary	14,370,439
Italy	9,064,484
Belgium	14,411,487
Netherlands	5,393,872
Spain	5,058,104
Norway	2,267,915
Sweden	2,643,742
Total	364,848,474

If, in addition to the telegraphic service, the statistics of telephones are added, the significance of the revolution brought about by the invention of the electric wire is intensified. In this country, taking into account only the lines of the American Bell Telephone, there are 3,281,000 miles of telephone wire and 1,277,000 telephone subscribers.



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by
DUCHARMES ICE AWLS AND SCREW DRIVERS

is being demonstrated by the large increase in sales.

These tools are the best of their kind. They are fully guaranteed by us.

If you are not acquainted with them, investigate, and write us for circulars and prices.

THE DUCHARMES CO.,
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HISTORY OF WIRE ROPE.

It is not an uncommon thing in this age of advancement in industrial and engineering matters for the present-day engineer to assume that he knows much more than his ancient brother, and while this is true in many things, it frequently happens that an invention or appliance commonly believed to belong to modern times is found to have been known and used centuries ago.

Ropes made of various kinds of fibre and leather are of very ancient date. Ropes made of palm have been found in Egypt in the tombs of Beni-Hassan (abut 3,000 B. C.), and on the walls of these tombs is also shown the process of preparing hemp. In a tomb at Thebes of the time of Thotmes III. (about 1,600 B. C.), is a group representing the process of twisting thongs of leather and the method of cutting the leather into thongs. The Bible tells us that Samson was bound with ropes, and that the spies sent by Joshua into Jericho were let down in a basket, presumably by means of a rope.

At Nimrod, Assyria, a carved slab showing the siege of a castle was found on which a soldier was represented in the act of cutting a rope to which a bucket for drawing water from a well outside the castle walls was attached.

Although the Assyrians practiced the art of wire beating, no evidence has been found to indicate that they used wire for making rope. The excavations at Pompeii have, however, brought to light a piece of bronze wire rope nearly fifteen feet long and about one inch in circumference. This rope is now in the Musio Borbonico at Naples.

It consists of three strands laid spirally together, each strand being made up of fifteen wires twisted together, and its construction does not, therefore, differ greatly from that of wire ropes made to-day. Pompeii was buried A. D. 79, over 1,800 years ago, but how long wire ropes had then been known it is impossible to tell, though judging by the knowledge shown in the construction, it may be safely concluded that they had been known for a considerable time. The uses to which these ropes were put are not definitely known, but further excavations may shed some light on the subject.—*Mines and Minerals.*

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Alton, Ill.—Beardslee Hardware Company has been incorporated; capital, $10,000; dealing in Hardware and agricultural implements; incorporators: H. H. Beardslee, Charles L. Beall, Levi Davis.

Amarillo, Texas.—Amarillo Hardware Company has been incorporated. Capital stock, $10,000. Incorporators: H. A. McDonald, I. J. Tolleson and J. W. Field.

Arlington, Oregon.—Arlington Implement & Hardware Company has been incorporated; $10,000; W. L. Barker, M. E. Shurte, Arthur Schilling, incorporators.

Boise City, Idaho.—The Loree & Son Hardware Company have opened a new Hardware store in the Wood Building between Ninth and Tenth Streets.

Brunswick, Me.—Eaton Hardware Company has been organized at Brunswick, for the purpose of carrying on a wholesale and retail Hardware business, with $25,000 capital stock. President, Chas. O. Eaton, of Brunswick.

Connellsville, Pa.—The Schell Hardware Co. has been incorporated. Capital stock, $60,000.

Daytona, Fla.—The Gruber-Morris Hardware Company has been incorporated. Capital stock $25,000.

Elberton, Ga.—Hawes-Owsley Hardware Co. have opened a wholesale and retail business.

Galeton, Pa.—William Horn, of Austin, has opened a Hardware store in the Leader-Despatch block.

Gibbon, O. T.—W. M. McGibbon has opened a general Hardware and agricultural implement business.

Iola, Wis.—The Thompson Hardware Co. has been incorporated. Capital stock, $5,000. Incorporators: Theo. Thompson, S. M. Myhre, G. A. Gullickson and F. W. Black.

Jackson, Mich.—The McCleland Hardware Company has been incorporated, capitalized at $100,000, and with $75,000 of that sum paid in. Thomas McCleland, president of the Jackson Bank, is president; his son, Vernon McCleland, is vice-president, and P. B. Bridges, late steward of the Lunatic Asylum, is secretary and treasurer. The other stockholders are among the leading business men of this section.

Jewett, Texas.—The Jewett Hardware & Lumber Company has been incorporated. Capital stock, $10,000. Purpose, purchase and sale of lumber, Hardware and builders' material. Incorporators: F. L. Berry, J. C. Hill, Houston, and John B. Peyton, Trinity.

Lexington, Ala.—Hardware Lumber Company has been incorporated with a capital stock of $30,000. Incorporators: W. L. Hocker, H. W. Watson and others.

Los Angeles, Cal.—The Los Angeles Hardware Company has been incorporated with a capital stock of $25,000. The directors are: R. E. Goodrich, H. C. Peet, M. W. Goodrich, C. I. Peet and D. O. Peet, all of Los Angeles.

Malone, N. Y.—Hiram D. Thompson, N. Monroe Marshall and Frederick J. Reilly are the incorporators of H. D. Thompson & Co., capitalized at $65,000 for dealing in Hardware.

Marshfield, Oregon.—Pioneer Hardware Company has been incorporated. Capital stock, $25,000. Incorporators: Eugene O'Connell, E. K. Jones, T. E. Hague.

New York, N. Y.—D. J. Hughes & Co. has been incorporated to deal in Hardware supplies; capital, $30,000. Incorporators and directors for the first year: D. J. Hughes, John Leacock, B. F. Hughes, New York.

Nottingham, Ohio.—The Nottingham Hardware and Supply Co. has been incorporated by Charles M. Mix, J. J. Linkhart, E. C. Kurtz, W. J. King, C. R. Stedman; capital, $10,000.

Oskaloosa, Iowa.—The C. N. Dack Hardware Company, with C. N. Dack and H. H. Harrold as managers, has been incorporated. Capital stock, $10,000. To conduct a retail and wholesale Hardware business.

Oskaloosa, Iowa.—The M. D. Gilchrist Company has been incorporated to conduct a wholesale and retail Hardware business which will be managed by M. D. Gilchrist and Frank Huber. Capital stock $10,000.

Palouse, Wash.—The Palouse Hardware and Implement Company has been incorporated. Capital stock $30,000.

Port Gibson, Miss.—The Claiborne Hardware Company has been organized in this city, with a capital stock of $25,000. The following are the directors: Joseph T. Drake, D. C. Houston, T. R. Warburton and H. W. M. Drake.

Salem, Mass.—The Bay State Hardware, Paint & Crockery Company has opened a new store at 26 Front Street with a full line of Hardware, paints, crockery, etc.

Salem, Mo.—Martin & Dent Hardware Company has been incorporated to do a general Hardware business; capital stock, $7,500, all paid. Incorporators: W. T. Martin, E. B. Martin and T. P. Dent.

Sarahsville, Ohio.—Sam Brown has opened a new Hardware store in the Foster Building.

Sawyer, Wis.—Schmidtke & May Company has been incorporated with a capital stock of $20,000, to carry on the wholesale business in agricultural implements, also to handle light Hardware.

Unionville, Conn.—The Union Cutlery and Hardware Company has been organized. Officers: President, H. C. Hart, of Unionville; vice-president, F. E. Faber, of Springfield, Mass.; treasurer and secretary, J. J. Ramage, of Holyoke, Mass.

Utica, N. Y.—Henry & Williams is the name of a new firm which has been formed and which is doing business in tinsmithing and dealing in Hardware and builders' supplies at 128 and 130 Court Street. The members are Joseph P. Henry, who has been in business at this stand for eight or ten years, and R. H. Williams, who was with Wright, Dana & Company for twelve years, with D. S. Foster five years and with Shaughnessy Brothers two years.

Worthington, Ind.—Shaw Hardware Company has been incorporated; capital stock, $10,000, by H. C. Shaw, C. N. Shaw and W. B. Harrah.

Changes.

Anoka, Minn.—C. M. Perry, of Minneapolis, has purchased the Vrooman Hardware store.

Bancroft, Neb.—The firm of Schwedhelm & Winter, dealers in Hardware, stoves, paints, sporting goods, etc., have dissolved partnership, Mr. Winter disposing of his interest to the senior partner, F. S. Schwedhelm, who will continue under his own name.

Canton, S. D.—Cloud Bros. & Johnson Co. has sold its Hardware business to John Seubert.

Eastport, Me.—Edw. F. Heffron, for the past few years junior member of the Hardware firm, Hinkley & Co., has recently come into possession of the entire business, which will be continued as formerly at the old stand.

Galesburg, Mich.—The Hardware stock of Havens Thomas, deceased, was sold by the administrator to F. C. Burroughs for $1,050. The stock invoices $2,600.

Kirklin, Ind.—McKinney Bros. are successors to the Ferrier Store, dealers in Hardware, stoves, paints, sporting goods, etc.

Marshalltown, Iowa.—Cronk Bros. succeed Miller & Crary in the Hardware business.

Mechanicsburg, Pa.—S. F. Hauck, of the firm of Hauck & Co., has bought the interest of the George W. Hauck estate in the Hardware store owned by the firm.

Mechanicsville, Iowa.—H. Webbles has purchased the interest of C. B. Carpenter in the Hardware store.

Rockford, Ill.—Because its manufacturing enterprises have overshadowed all other branches of its business and have outgrown the present quarters the J. L. Clark Hardware Company is to retire permanently from the retail Hardware business and devote all its energies to manufacturing. The company will dispose of its entire stock at the corner of East State and South Second Streets as rapidly as possible and will transfer its manufacturing business to the south wing of the Knowlton property.

Schuyler, Neb.—T. E. Molacek has sold his Hardware and implement business to parties from Central City.

Spencer, Iowa.—The Hardware firm of Leach & Wishard have dissolved, F. M. Wishard being succeeded by H. H. Thompson. The new firm will be known as Leach & Thompson.

Spencerville, Ohio.—On May 9th State Senator Berry closed a deal by which he acquired the interest of Mr. Mack, the junior member of the firm of Walfert and Mack, doing a Hardware business at Spencerville.

Steubenville, Ohio.—J. D. Porter has sold his Hardware establishment on Market Street to T. C. Weir and James McClave, of Toronto.

Waldo, Ohio.—Joseph Kraner and Wallace Klingle have purchased the Schlass Hardware store.

Walla Walla, Wash.—J. L. Elam Hardware Company have disposed of their Walla Walla business to the Drumhiller Hardware Company, who have taken possession.

Wetumka, I. T.—The Wetumka Hardware Company have succeeded Richards-Boyle Mercantile Company.

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Pioneer Manufacturers
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Harvesting Machines

Grain Binders	Corn Binders
Mowers	Reapers
Hay Rakes	Hay Tedders

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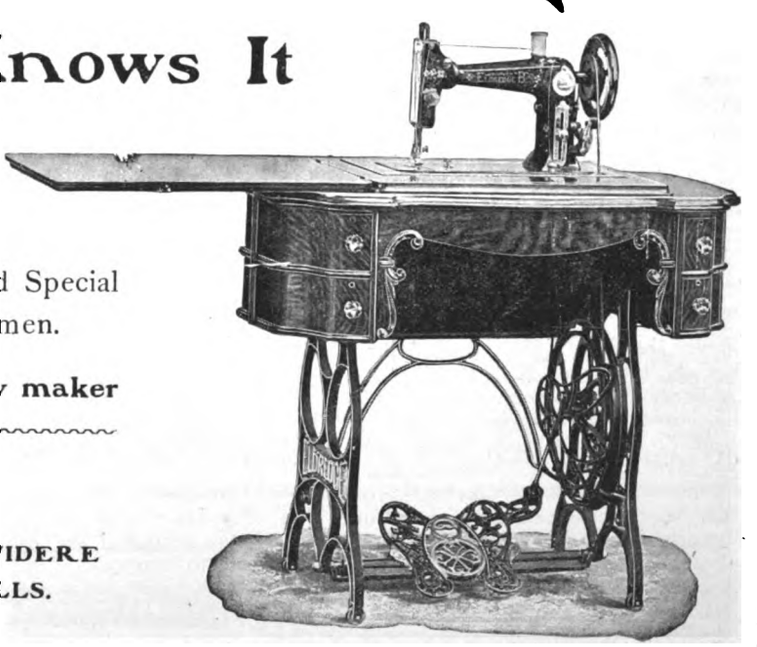
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LONDON: 36 Worship St., E. C.
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"The Eldredge"

Everybody Knows It

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We have an entirely New and Special proposition for Hardwaremen.

Write for it **It's a money maker**

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"The Eldredge" BELVIDERE ILLS.

NATIONAL SEWING MACHINE COMPANY

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Adrian, Mich.—The Peerless Wire Fence Company, Ltd., has been incorporated to manufacture and sell woven wire fencing, gate tools, etc. The incorporators and managers of the company are as follows: Charles G. Hart, Amaziah D. Ellis, James V. DeFoe, Will H. Burnham and Byron L. Shaw, of whom Mr. Hart will be chairman. Mr. Burnham, treasurer, and Mr. Shaw, secretary.

Atlanta, Ga.—The Carmical Implement Manufacturing Company has been incorporated with a capital stock of $30,000, with privilege of increasing same to $100,000, which is expected to be done at an early date. Among the incorporators are: D. A. Carmical, of Fairburn; I. C. McCrory, of College Park; Malcolm McNeel and Chas. A. Neel, of Atlanta. The building, which will be located near East Point on the Central and West Point railroads, the headquarters of the corporation, will be in the Temple Court Building.

Berea, Ohio.—The Crescent Novelty Company has been incorporated. Capital stock $1,000.

Boston, Mass.—The American Lock Nut Company has been incorporated. Capital stock $200.000. Incorporators: Joseph H. Burrows, Alfred Moore and J. Otis Simonds.

Brookhaven, Miss.—The Brookhaven Furniture Company has been incorporated to manufacture furniture and Hardware and buying and selling the same. Capital stock $10,000

Chicago, Ill.—Park Gale Manufacturing Company has been incorporated; capital, $50,000; object, manufacturing tools and machinery; incorporators: George N. Lyman, G. R. Collins, Frank H. Lyman.

Chicago, Ill.—Wickey Company has been incorporated; capital, $10.000; manufacturing implements, machinery and tools; incorporators: Edward W. Wickey, B. B. Wickey, Monroe T. Moss.

Chrisman, Ill.—C. E. Bonner, George W. Fair, and D. B. Tucker are the incorporators of the C. E. Bonner Manufacturing Co., capitalized at $30.000 for the manufacture of the Victor pipe wrench.

Glen Rock, Pa.—Standard Screen Works has been incorporated. This company has been manufacturing window screens for some time. The capital is $10,000. The incorporators are: W. C. Seitz, E. K. Rohrbaugh, C. S. Rohrbaugh, F. A. Deihl, E. E. Seitz, Charles Harpe, George Warner, W. C. Hildebrand, J. F. Neuhaus, J. Q. A. Foust, M. S. Watson, Charles Fickes, Levi Anstine, Clyde H. Seitz and Allen M. Seitz.

Holcomb, Ill.—Hartwell Brothers, of Chicago, have commenced the erection of an extensive factory in which they will manufacture handles, which will represent an investment of $40,000.

Milwaukee, Wis.—Milwaukee Tool Company has been incorporated; capital stock, $5,000; incorporators: Otto F. Ewert, Arthur J. Machek and John Haas.

Newark, N. J.—Westbury Lamp Company has been incorporated and will be located in the Brabson Building, Liberty and Hamilton Streets, this city. The object of the company is to manufacture, purchase and sell incandescent electric lamps and other electrical devices and mechanisms. Harry Westbury and Charles A. Brach, of Harrison, and William H. Meadowcroft, of Boonton, are the incorporators. The capital stock is $5,000.

New York, N. Y.—Mary L. Bramble, Silas D. Scudder and Clarence G. Galston are the incorporators of the D. K. Bramble Co., capitalized at $15,000, for the manufacture of horseshoers' supplies.

Piqua, Ohio.—Blaine Harrow Manufacturing Company has been incorporated. Capital stock, $60,000. W. K. Boal, A. M. Leonard, E. E. Nutt, Frank McClintock, F. F. Campbell and George E. Blaine, incorporators.

Pomola, Cal.—R. C. Anderson, of El Paso, Texas, will erect a plant for the manufacture of his iceless refrigerators.

Richmond, Ind.—The Railroad Stove Company has been incorporated; capital, $30,000; directors: Benton D. Game, Edgar E. Brown and Robert D. Brown.

Rochester, N. Y.—The Safety Fruit Picker Co., of Rochester, has been incorporated with a capital of $5,000 to manufacture safety fruit pickers. The directors are: Willis H. Coon, Charles L. Hunt and George C. Haines, all of this city.

Salem, Mass.—The Pratridge Gas Heater Company has been incorporated. Capital stock $100,000. Promoters: Herbert V. Hunt, Calvin R. Washburn, W. M. Pratridge.

Saratoga Springs, N. Y.—Perfect Manufacturing Company has been incorporated (tools). Capital $15.000, and directors: S. C. Brown, W. P. Tarrant and H. C. Todd, of Saratoga Springs.

Unionville, Conn.—Union Cutlery and Hardware Company has been organized with a capital stock of $30,000. The incorporators are: H. E. Hart, Unionville; F. F. Taber, Springfield; and John J. Ramage, Holyoke.

Wheeling, W. Va.—Ground has been broken for the big plant of the Warwood Tool Co., just north of the city limits. This will be the largest concern of its kind in the country.

Changes.

Alliance, Ohio.—A transaction has just taken place whereby the Alliance Brace & Tool Company disposes of its business in this city. J. R. McGinley, of Pittsburg, has purchased the patent rights for making the Rue trenching brace and has also secured the special machinery for manufacturing the same. Mr. McGinley is connected with the Duff Manufacturing Company, but it is not known here whether the brace business will be combined with the former industry or operated by a separate company.

Boise City, Idaho.—The Idaho Implement Company has increased the capital stock from $25 000 to $150.000.

Hudson, Mich.—The Globe Fence Company is erecting a new plant at a cost of $17,500.

Le Roy, N. Y.—The Le Roy Plow Co. is constantly adding to their already well equipped plant. The growing business of the company has made it necessary to erect two more large buildings. One is now in course of construction, the foundation having been completed. The building will be used for pattern making and its dimensions will be 60x22. It will be a modern structure with steel covering. A fireproof vault will be installed to protect valuable patterns. A little later, a stone building 124x70 will be erected and will be used as a foundry building. This will also be equipped with a fireproof vault. An exhaust system is being installed at the plant. By this system all dust and shavings are picked up by the air process and carried from the building, thus keeping the interior of the building clean.

Louisville, Ky.—Turner, Day & Woolsworth, handle makers, will establish a branch at Decatur, Ala. The capital is $667,800.

New Albany, Ky.—The Gohmann Bros. & Kahler Company, stove manufacturers, have increased the capital stock of the concern from $10,000 to $25,000. The object of the increase of the capital stock is to increase the capacity of the plant of the company in East Fourth Street. An addition will be built to the foundry building, which will be equipped so as to double the capacity of the plant.

New Kensington, Pa.—The United States Furnace and Foundry Company, a concern recently organized with a West Virginia charter by Charles Bradley, of Pittsburg, has decided to locate its plant here. The plant of the Bradley stove foundry, which was absorbed by the Pittsburg Stove and Range Company and abandoned, has been purchased for $27,000, and will be put in shape to meet the requirements of the new company. Fifty men will be employed at the start.

New Orleans, La.—The National Manufacturing Company intend to erect an enameling works in St. Peter Street, between Gaiennie, Calliope and Tchoupitoulas Streets, which will cost $172,000. It will be a five-story brick structure, with a composition roof. It is expected the plant will be added to later on and made one of the largest in the South. Work will commence on the building shortly.

Fires.

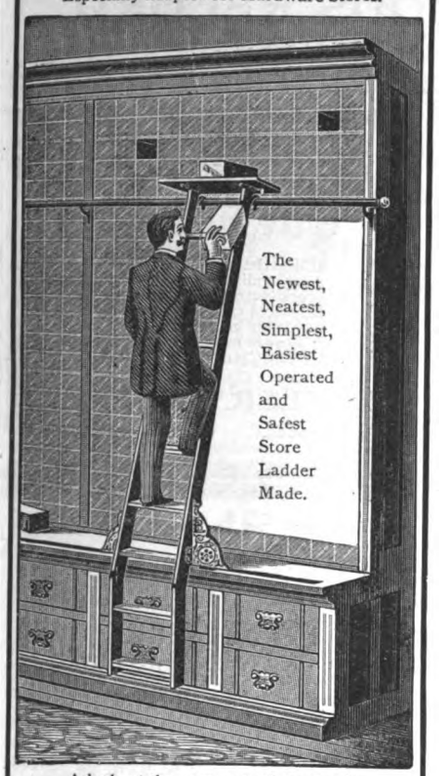
Detroit, Mich.—The Skinner Harness and Carriage Hardware factory at Gananoque was destroyed by fire. Loss $75,000.

Pittsburgh, Pa.—Fire in the Liberty Street Building, occupied by H. J. Carnahan, Hardware and cutlery, and Johnson & Toman, decorating and molding, did $75,000 damages, partly insured.

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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.



GEM FOOD CHOPPER

We have been doing some very effective advertising of Sargent's Gem Food Choppers but we are planning to make the advertising of the coming fall and winter even more effective than any we have heretofore done, with the idea of impressing on the mind of every housekeeper the fact that the Gem is needed in her kitchen.

You should make the Gem one of your leaders, there is profit in it and we help you sell it by our general advertising and by furnishing you with helps for your local advertising.

Ask your jobber about the Gem.

HALL STAND HOOKS



These Hooks are intended not only for Hall Stands, but for Restaurants, Hotels, Barber Shops, Lodge Ante-Rooms, &c. The cut shows one of a number of patterns we make—some in solid bronze and some in iron. Notice that there is a hook for the coat and one for the hat; other styles are made double, two hooks for coats and two for hats. They are nicely finished goods that will sell if displayed and brought to the attention of prospective purchasers.

SARGENT & COMPANY, MANUFACTURERS,

New Haven, Conn. New York Philadelphia Boston Chicago

BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York

Don't Pay For The Black Kid



STOVE POLISH
If not the best you ever used.

If we did not have absolute confidence in the Polish we certainly could not afford to give this guarantee. The only Turpentine polish on the market. Put up in 5 lb. cans.

Ask for Booklet and Prices.
NICKLE PLATE STOVE POLISH CO.,
CHICAGO, U. S. A.

BLACK SILK STOVE POLISH



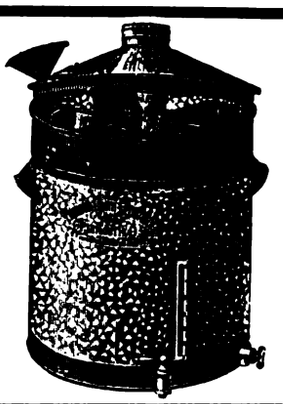
Its Brilliant, Lasting Blackness Sells It

For twenty years it has been the staple stove polish. Put up in paste or liquid form.

We will be pleased to mail you particulars and price lists of Black Silk Stove Polish, Black Silk Range Gloss and White Silk Metal Polish.

These goods are not sold to Mail Order Houses. Your Jobber has it.

Black Silk Stove Polish Wks.
STERLING, ILL.



HAVE YOU HEARD OF

THE FOUR-LEAF CLOVER CREAM SEPARATOR?

Your customers have, and they will be asking you about it. This separator is a **money maker for you** because:

It is extensively and interestingly advertised—this advertising we already know, has caused a great demand from dealers. When the consumer is interested the path of the dealer is smooth. YOU don't have to create the demand. Your customers call for "The Four-Leaf" and you do the rest. Won't you ask us about YOUR part in the transaction—the profit-making part?

PLYMOUTH MFG. CO., Plymouth, Ohio

SHOE KNIVES,
Butcher and Kitchen Cutlery, Carpenters' Drawing Knives, Cigar Knives, Screw Drivers, etc.
All of unsurpassed quality.



Send for Illustrated Catalogue of Full Line.

C. J. Kimball Co.
BENNINGTON, N. H., U. S. A.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Milwaukee, Wis.—The Seaman Manufacturing Company has been incorporated to manufacture golf balls and athletic goods Incorporators are: E. M. Alexander, Chas. L. Eline and John F. Burke.

Newark, N. J.—Richard Hill Manufacturing Company has been incorporated to manufacture and deal in huntsmen's clothes and sporting goods. Capital stock $10,000. Incorporators: Isaac Cohen, R. F. Hill and Sigmund Loenwenberg.

New York, N. Y.—Schoverling & Welles have opened a sporting goods salesroom at 2 Murray Street. The senior member of the new firm is Albert A. Schoverling, who was a salesman in the employ of Schoverling, Daly & Gales for several years and is well known in the sporting goods trade. He, as well as F. W. Schoverling, also a member of the new firm, is a son of the late senior member of Schoverling, Daly & Gales. Harry S. Welles is also well known, especially in the gun and ammunition trade. He was employed by J. H. Lau & Co., 75 Chambers Street, until recently, and previously was with A. G. Spalding & Bro. until that firm discontinued the sale of guns, ammunition and fishing tackle in its Nassau Street store and devoted its attention to the sale of athletic goods and outdoor games instead. The new firm's location is good, just west of Broadway, near the sporting goods district, and in the center of the Hardware, machinery and yachting supplies district.

New York, N. Y.—The Crippen Athletic Goods Company has been incorporated by D. V. Hopps, B. M. L. Ernst and M. H. Cane. The capital stock, $50,000.

Pittsburg, Pa.—The Locust Mountain Powder and Dynamite Company has been incorporated. The capital stock is $10,000. The officers and directors: M. D. O'Hare, James A. O'Hare, P. H. Burke, W. J. Walsh, M. F. Gibson, B. V. O'Hare and E. D. Longacre, all of Shenandoah, Pa., and J. H. Behler, of Nesquehoning, Pa.

Point Pleasant, N. J.—Hayes Reynolds, of Plainfield, will open a sporting goods store, and will make a specialty of fishing tackle.

San Francisco, Cal.—A new corporation has been formed by Baker and Hamilton, sporting goods jobbers, and others, capitalized at $1,000,000.

Washington, D. C.—The Nuremberg Powder Company has been incorporated. Capital stock, $10,000, by Ellwood B. Brumm, James Leckie and Lottie Leckie.

York, Neb.—Grunz & Cook have opened a sporting goods store and repair shop. Mr. Grunz was for several years located in Grand Island and is an experienced repair man on guns and bicycle work. Guns, base ball goods, fishing tackle, ammunition, etc., are carried.

Changes.

Acton, Mass.—American Powder Company, of Boston, has purchased a plot of ground adjoining its mills on the Stow Road, and new buildings will be erected thereon in the near future, which will greatly increase the capacity of their plant.

Fort Smith, Ark.—Land has been purchased at a point between Fort Smith and Bonanza by the E. I. DuPont Company, where they will establish a powder mill.

Goshen, Ind.—The Goshen Rubber Company has increased its capital stock from $100,000 to $200,000.

New Haven, Conn.—The Winchester Repeating Arms Company will erect a three-story brick office building on Main Street. Adjoining this will be another building, 44 x158 feet, three stories high, to be used for factory purposes.

Pasadena, Cal.—W. J. Wenger & Son have succeeded to the bicycle business of J. O. Boehm, at 53 East Union Street. Wenger & Son were formerly at 26 South Raymond Avenue. All of the stock has been moved to the new location.

Plainfield, N. J.—S. W. Frucht has sold out his entire stock of bicycles, bicycle sundries and musical instruments at 224 Park Avenue and has removed to his new store at 224 West Front Street.

Rhinebeck, N. Y.—George Tremper & Co. have closed out their bicycle department in order to make space required for their regular line.

Terre Haute, Ind.—Langton & Co., manufacturers of gun stocks, will remove to East Peoria and will erect a factory, and will employ twenty men.

Waterloo, Iowa.—E. C. Davis, of Seneca Falls, has opened a branch of his bicycle repair shop in this village, on East Main Street.

Youngstown, Ohio.—John M. Owen has purchased the sporting goods store and rifle range formerly conducted by J. N. Cole, at 309 West Federal Street. Mr. Cole will devote his attention to automobile construction.

MANUFACTURERS RECORD,

Continued.

Rock Falls, Ill.—Cobb & Drew, manufacturers of rivets, tacks and nails, are building a new factory adjoining their wire mill, which was erected three years ago. Machinery will be supplied from their old factory in the Lawrence Building where they have been located for the last seven years.

Rockford, Ill.—The Dobson Manufacturing Co., churns, tanks and dairy supplies, is building a foundry, 70x170 feet, one story high. Heretofore the company has had its foundry work done by other firms.

Winthrop, Me.—The North Wayne Tool Company have purchased the Condensed Milk factory in this village and will manufacture axes here in connection with the business at North Wayne.

Miscellaneous.

Columbia, Pa.—At a recent annual meeting of the Keeley Stove Company the following directors were elected: Frederick Bucher, D. H. Detwiler, Horace Detwiler, Wm. B. Given, Esq., J. Haldeman Herr, William Morris, H. M. North, Esq., M. S. Shuman and John Westerman. The latter succeeds to the vacancy caused by the death of the late Hiram Wilson. Treasurer, J. E. Shomier.

Our Catalogue is "Our Drummer."

It lists the largest line of general merchandise in the world, and is of special interest to hardware dealers. Its prices cannot be duplicated by any other house. It is free to any hardware merchant. Ask for catalogue CC461. : : : : :

BUTLER BROTHERS,

NEW YORK. CHICAGO. ST. LOUIS.

We Want You

To become our Agents for the

WHEELER

DOUBLE-CAN COOLER AND SEPARATOR

It's our latest. Oval shape. Outer and Inner Cans of best material.

Just What Farmers Want



70,000 WHEELER CREAM SEPARATORS

are giving satisfaction all over the world.

We have a profitable proposition for you.

Write us at once.

Wheeler Gravity Cream Separator Co.

SYRACUSE, N. Y.

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THE NEW

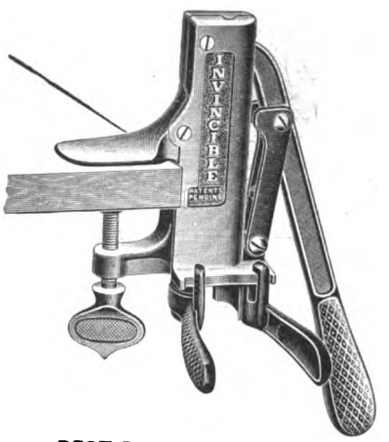
"INVINCIBLE"

Patent Cork Puller

WITH SELF-CENTERING SAFETY BOTTLE GRIP

QUICK ✂ STRONG ✂ RELIABLE

Draws and strips cork in one single operation of handle. No cork can ever remain inside. No mistake possible in operation. No tearing of corks. No breakage of screws or bottles. Made in both nickel plate and bronze finish.



BEST BAR PULLER MADE

HUGO REISINGER, Manufacturer
11 Broadway, NEW YORK

78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,
ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO., 155 CHAMBERS ST.
F. A. VORDERMEIER, NEW YORK MANAGER.
MAIN OFFICE AND FACTORY, NEWARK, N. J.

FOURTH of JULY



Comes but once a year and the dealer who would take advantage of this trade must be prepared to meet the demand. Profit by the experience of former years and place your orders early. The following Revolvers made by us have an unequalled reputation for Safety, Accuracy and Durability and are especially adapted for the Fourth of July trade:—**Young America Double Action.—Young America Bull Dog (R. F.)—H. & R. Bull Dog (R. F.)—American Double Action.**

HARRINGTON & RICHARDSON ARMS CO.,
WORCESTER, MASS.

Complete Catalog on Request.

(Please Mention HARDWARE.)

The

"Little Shaver"

accomplishes wonders when it comes to shaving chocolate. It shaves it so thin that it dissolves without stirring.

Same with anything shavable: Vegetables of every kind; fruit, both large and small.



It's made of Black Walnut. Size 10 x 2½ inches. Knife is of finely tempered steel and carries a keen edge.

Packed 1 dozen in a box; 1 gross in a case.

Here's your chance to sell a kitchen necessity at a profit.

Write us about it.

J. M. MAST MFG. COMPANY
Lititz, Pa., U. S. A.

HORSESHOE MAGNET HAMMER
WARRANTED.



Fitted with long handles. A specialty for billposters and traveling advertisers; also useful in other trades

SUPERIOR TO ANY MAGNETIC TOOL HERETOFORE MADE.
Arthur R. Robertson, Patentee and Sole Mfr.,
144 OLIVER STREET, - - BOSTON, MASS.

Screen Doors

Window Screens, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.

THE A. J. PHILLIPS CO.
FENTON, MICH.



The "FOLLETT" NUMBERING MACHINE

PRICE $5.00

STYLE OF IMPRINT

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Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

GOOD CHISELS

ANDERSON QUALITY

Neatly packed and Labeled.

If your jobber doesn't handle them write us direct. Don't take cheaper makes that cost you just as much as the Anderson.

W. H. ANDERSON & SONS
Detroit, Mich.

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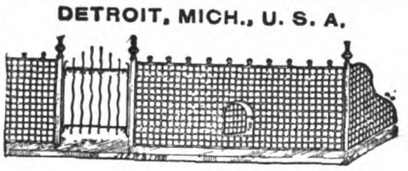
BUFFALO WIRE WORKS CO
FORMERLY
SCHEELERS' SONS
WIRE CLOTH & WIRE GOODS
BUFFALO, N.Y.

GOOD AGENTS WANTED TO SELL



IRON & WIRE FENCING
FOR ALL PUROSES
ENTERPRISE FOUNDRY AND FENCE CO
115 S. Senate Ave. Indianapolis, Ind.

J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

The
IRISH MAIL
Is a business proposition to the dealers and is Handled by
THE LIVE ONES
Advertised for the dealers benefit.
Stoutest, neatest and best Car made.
SELLS AT SIGHT



"GEARED FOR SPEED"
A feature that is a salesman.
We tell everything in our catalog.
Write today.
STANDARD MFG. CO.
No. 566 Chase St.
Anderson, Indiana, U. S. A.

Hardwaremen's Exchang

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad received less than three lines.*

Business Opportunity.

HARDWARE BUSINESS FOR SALE. $9,000 to $11,000, located midway between New York & Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owners desire to retire. Write for particulars. Address Hardware and Stoves, care of HARDWARE PUBLISHING Co., New York, N. Y.

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

For Sale.

THE HUDSON STOVE WORKS (including machinery, tools, patterns, etc., etc.), situated in the City of Hudson, N. Y., opposite N. Y. Central & Hudson River R. R., also Boston & Albany R. R. freight depots and within 100 yds. of the N. Y. & Hudson Steamboat docks on the Hudson River (shipping facilities not to be surpassed); will be sold cheap, on easy terms For particulars address
H. F. DERNELL, Athens, N. Y.

HARDWARE STORE in live Jersey town 15 miles from New York; rare opportunity; price $6,000. Don't answer unless you have money and mean business. Address G., 43 Evergreen Place, East Orange, N. J.

Salesman Wanted.

SALESMAN calling on the Hardware trade and general merchants in the following states: Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Texas, Mississippi, Louisiana, Tennessee and Kentucky to handle cartridges on commission basis of 5 per cent. A. R. S., care HARDWARE.

WANTED—A competent salesman to sell splendid specialty to jobbing trade and retail trade. Jobbing trade preferred. Good seller. C. A. Peck Hardware Co., Berlin, Wis.

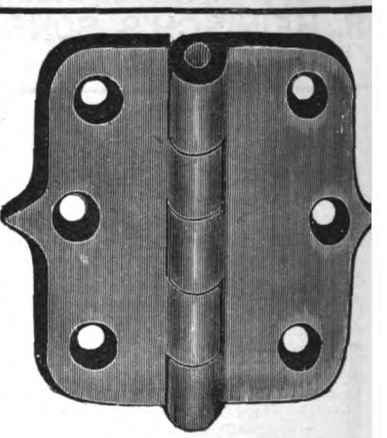
For Sale.

50 new cold weld seamless steel press tanks (20 gallons capacity, tested to 200 l each complete with double acting liquid air pump, valves and pressure gauge; guanteed to be in perfect condition—ne used; cost each $25; will sell the lot each. Address "A. P." HARDWARE.

Side Line Offered.

SALESMEN calling on Hardware Deal can increase their income by carryin copy of HARDWARE with them. A f minutes talk with the Hardware Dea almost invariably gets his subscription. liberal commission goes to the salesma why don't you try it?
HARDWARE PUBLISHING Co.,
309 Broadway, New Y

WINTERTON METAL POLIS
FOUR GRADES.
One for Old Brass,
One for Hot Brass,
One for Bright Iron.
Also Liquid Polish.
W. W. CALLERY & CO.,
PITTSBURG, PA.



Grasp It, Mr. Retailer

When you have an opportunity of selling bent railings or special work of any kind in your locality forward us the specifications.

We manufacture Bent Brass Railings and Grill Work for Offices, Stores and Saloons and supply Brass, Bronze and Iron Hardware, Refrigerator Trimmings, Latches, Hinges, Hooks, etc. Write for our 1904 Catalogue.

Western Brass Mfg. Co.
63-65 South Canal St., Chicago, Ill.

OUR GASOLINE LIGHTING SYSTEM



and Lamps are delighting our customers, because our Improved Generators are properly constructed; we have been improving them for four years—anyone can easily clean them. Hundreds of testimonials from merchants. We don't ask you to take our word for it—we send them on trial. 600 candle power Lighting Systems—Arc Lamps—Gravity Lamps—all styles. We are selling hundreds of our Improved Generators (burners) to put on other lamps where the burner has proven worthless. Reduce your light bills 75 per cent., and sell to your neighbors.

Agents wanted everywhere. Absolutely safe. Permitted by Insurance Companies. We are headquarters for all kinds of mantles. Write for catalogue and prices.

STANDARD GAS LAMP CO. (Established 1899.)
141-143 Ontario Street, Chicago, U. S. A.

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THE HICHEST MARK

In tensile strength, elongation and elastic limit in Horse Nails has been attained by us in the

New Putnam

Ⓦ

Horse Nails

It is impossible, therefore, to crimp or break them; will not sliver nor cut off; will hold in the clinch and make work easier.

Our Special Offer

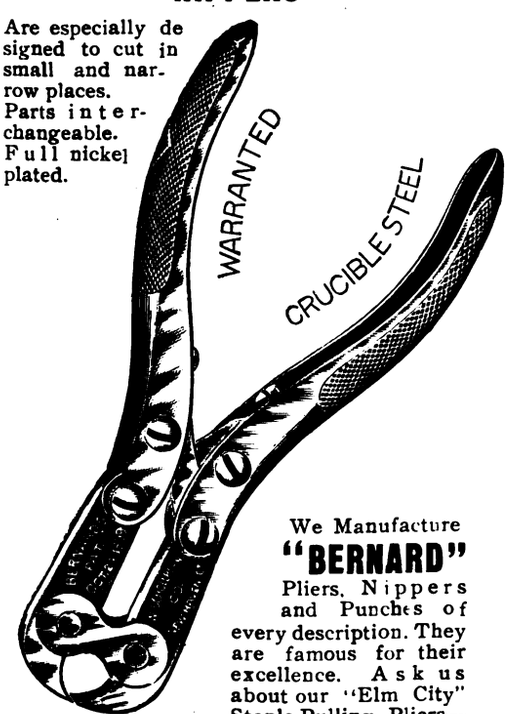
to Hardware dealers means money in their pockets. Write us about it. Mention HARDWARE.

PUTNAM NAIL CO.

Neponset, Boston, Mass.

"BERNARD" Bicycle and Typewriter NIPPERS

Are especially designed to cut in small and narrow places. Parts interchangeable. Full nickel plated.



We Manufacture **"BERNARD"** Pliers, Nippers and Punches of every description. They are famous for their excellence. Ask us about our "Elm City" Staple Pulling Pliers—They have no equal.

Our latest Catalogue gives our complete line.

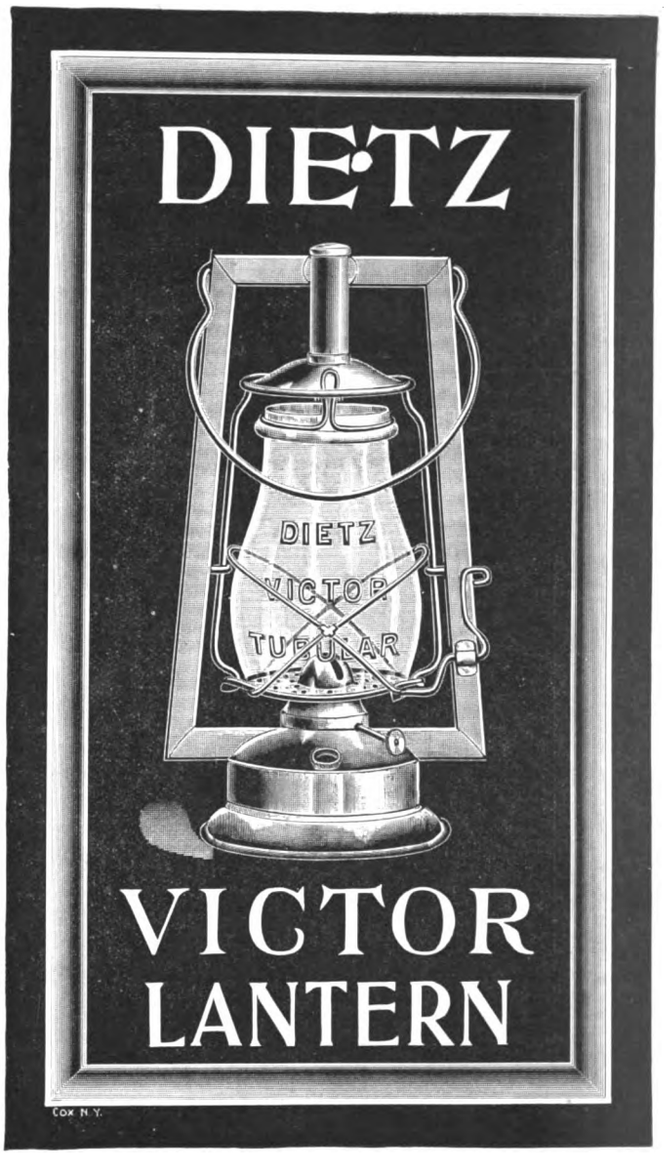
THE WM. SCHOLLHORN CO.
NEW HAVEN, CONN.

DIETZ "VICTOR" LANTERN

A wide known and deservedly popular lantern for general "every-night" use, with great powers to stand use (yes, and ab-use) It has a tinned-steel oil pot; simple device to get at the burner, which latter is locked in position, and has nothing to do but stay home, "say nothing," and give light—which latter it does, in great profusion. All Dietz lanterns are absolutely safe from taking fire or exploding.

It can be lighted, trimmed and regulated without removing the globe.

The Victor lantern is fitted with the best burner made (5/8in.) and a high grade No. 0 globe.

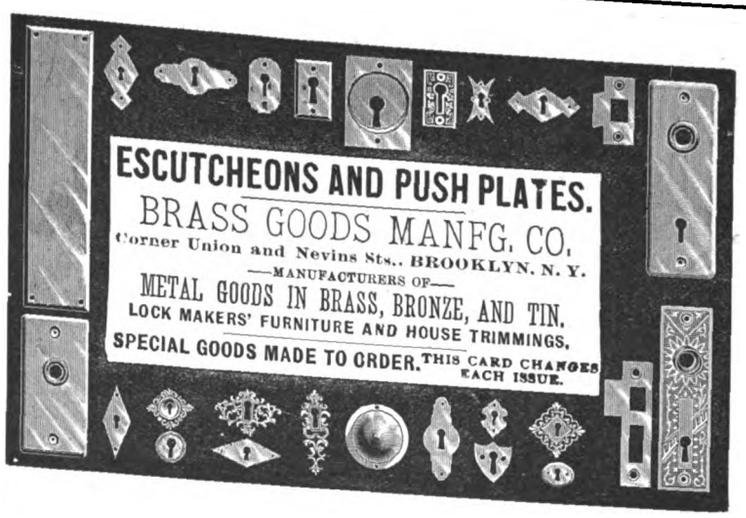


We issue complete catalogues (in Spanish and English) with price list and discounts, and are pleased to send them upon request to those interested.

R. E. DIETZ COMPANY,
60 Laight Street, New York, U. S. A.
ESTABLISHED 1840.

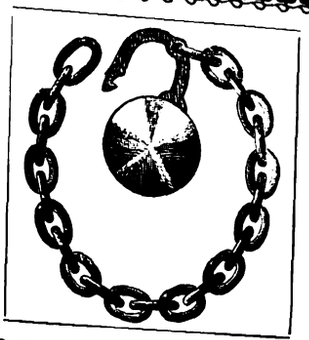
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WRITE FOR QUOTATIONS

Mention "Hardware."



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. *Send for Catalogue.*

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

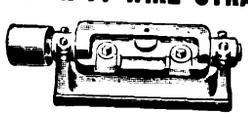
Catalogue and information free.

Address Dept. H,

THE **American Steel Roofing Co.**

Middletown, O.

C. & F. WIRE STRAIGHTENER.

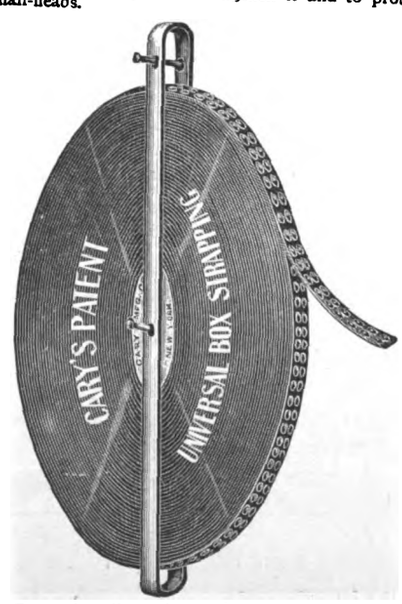


Straightens wire from No. 3 to No. 20. It is 14 inches long, 4½ high and 5 wide. Weight 25 pounds. Send for Circular.

Chandler & Farquhar Co. 131 Congress St., BOSTON, U. S. A.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil.

Straps made in four widths: ½, ⅝, ¾ and 1 inch.

Patented in all countries.

CARY MFG. CO.,

19 & 21 Roosevelt Street, New York.

Cable Address: CARLEIO

BUILD UP YOUR SAW TRAOE.

You can easily do it if you handle **Atkins High Grade Silver Steel Hand Saws.** Their superiority and fine cutting qualities have firmly established an enviable reputation among carpenters and users of hand and small saws. First class mechanics prefer them for fine work above all others.

ATKINS ALWAYS AHEAD!



Atkins High Grade Silver Steel Hand Saws excel in Material, Temper, Workmanship, Design and Finish. Nothing overlooked in manufacture that adds quality to the saw.

E. C. ATKINS & CO., Inc.,

Branch Houses:
New York City, 64 Reade Street.
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Minneapolis, Minn.
Portland, Ore.
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Toronto, Ont., 30 Front St., East.

Factories and Home Offices,

INDIANAPOLIS,

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 68c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1 49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)..20%
Expert, Metal Lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag..... 1.85
Chilled, 25-lb bag..... 1.85
Dust Shot, 22 lb bag.....2.25

GUN WADS—℔ 1000—

E. E., 11 up	$ .60
E. E., 9 & 10	.70
E. E., 8	.80
E. E., 7	.80
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P. E., 8	1.50
P. E., 7	1.50

15%

Ely's E. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

	℔ doz.
Iowa Farming Tool Co.:	
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz. pair net.....$2.00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ℔ gro.
Invisible, No. 3.....Net, $5.60
Perfect, No. 2.....Net, 7.20
Bolt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8¾c
Eagle Anvils, ℔ lb, net.....7¼@8c
Peter Wright's.....10½c
Trenton.....9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00..15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits } 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 90 40&7½&10%
Nobles Double Spur, No. 32...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable....$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....30%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ℔ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$2.75@3.00
German Pattern, net.....$4.00@4.25
Mayhew's Diamond ℔ dos. $1.25....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....10%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....88c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....60%
Socket Scratch ℔ doz.....$1.00
Stanley Rule & Level Handled Brad.....30&10%
Patent Pegging.....50@60&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ℔ dos. $7.50; No. 20, ℔ dos. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9.25

HATCHETS—

Hunt's Underhill's or Blood's.....40&10%
Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓%
Boys Axes.....33⅓&5%
D. Simmons & Co.:
Broad, Shingling and Claw, Lath, Hunters', etc., Picks and Mattocks } 50&5%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (86 in case).....15 ea.
2 " " " ".....25 "
10 " firkins (6 in case).....$1.20 "
25 " ".....2.75 "
50 " kegs.....5.00 "
100 " ".....9 00 "
200 " ½ bbls.....
375 400 lb " ..... } .08½℔

Balances—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....30%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8.00.....35@30%
Tinned, each, $10.50.....35@30%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@33⅓&10
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....75%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths'.....70@70&10
Hand.....25&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched...45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....35&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	11½c
Pure Manila	12½c

Bit Holders—

Angular.....45%
Extension:
Barber's ℔ doz. $15.00.....45@50%
Ives' ℔ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..℔ dos. $3.00.....33⅓%
Excelsior ℔ dos. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity ℔ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Harts' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vine Sheaves..60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@10%
Wrought Barrel Bolts, Griffin's.75&10%
Wrought Square.....50@50&10%
Wrought Shutter, Standard list.....40&10&10@50&10%
Wr't Sunk Flush, Sargent's list.....50@60&10%
Wr't Sunk Flush, Stanley's list.....45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....75&5%
Machine, Plain Nuts....75&5@75&10%
Carriage, Common.....70&10@75%
Phila., Eagle, list May 24, '99.....80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Pertchester, Norway.....80%
Phila.....80%

STOVE AND FLUE—

Flue.....60%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....10%&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		.30&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN.

The Trade Mark that stands for reliable goods, good finish and prompt shipments.

REVERSIBLE

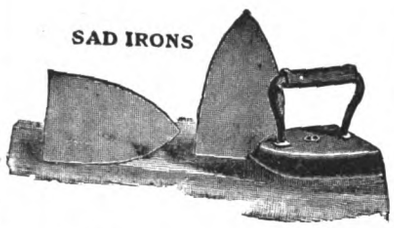
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SAD IRONS



In this line we are leaders.

Our goods stand the hardest usage.

Our assortment is large.

We have the largest and best equipped factory in the south for the manufacture of Sad Irons, Country and Stove Hollow Ware. Ground and Unground. Sugar Kettles, English Pots, Cast Iron Shoe Lasts and Stands, Kitchen and Corner Sinks, Grates, &c.

Shall we send you our catalogue?

BLACKLOCK FOUNDRY

South Pittsburg, Tenn.

Improved Natural Stone

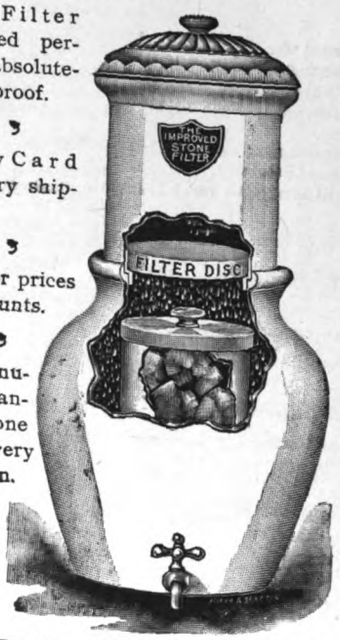
Germ Proof Water Filters

Every Filter guaranteed perfect and absolutely germ-proof.

Display Card with every shipment.

Send for prices and discounts.

We manufacture Sanitary Stone ware of every description.



Fulper Pottery Co. Flemington, N. J.

SHEET METAL STAMPING, BLANKING, FORMING COMBINATION AND DOUBLE ACTION DIES made to order.

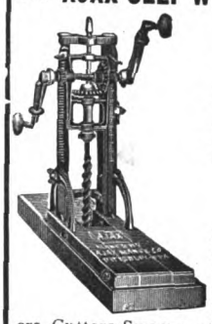


Our ability is the product of 25 years of experience. All work guaranteed.

HUNT & DORMAN MFG. CO.

15-31 Bright St., Cleveland, Ohio.

The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,

Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

UDELL

DRYING RACKS

It's up to you whether you intend to worry along with Drying Racks that give little satisfaction to your customers.

It is needless for us to remind you that our



Globe Rack

is the strongest made. Stretchers are of Hard Wood, held open by Malleable Iron Hinge Braces. Closes compactly.

Five feet high. 13 stretchers. Weight 120 pounds per dozen

The Udell Works

Indianapolis, Ind., U. S. A.



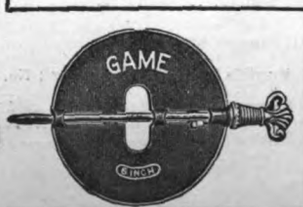
The TAYLOR & BOGGIS FOUNDRY CO.

MANUFACTURERS OF

LIGHT GRAY IRON CASTINGS,







BUILDERS' HARDWARE.

Dampers, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.

CLEVELAND, - O.



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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Scrapers—
Bradley's.....20%

Box Strapping—
Cary Mfg. Co's. in case lots:
"Universal,".....30&10&10&10
Standard Metal Strap Co's:
Eclipse.....20&10&1 &5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 103@114¼.....50&10%
No. 208¼@214¼.....50&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....60&10@60%

Brackets—
Brackets, Griffin's Folding.....70&10%
Brackets, Griffin's Pressed Steel.....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases.....80&10%
Shelf, Plain, Regular list.....60&5%
Shelf, Fancy, Sargent's list.....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co.....25&10%

Bracket Sets—
Millers Falls Co.....33⅓&10

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's.....₩ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—
Standard. List, June 24, 1903 90@90&10%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Sargent's.....50%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....35%
Plumbs.....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—
Ordinary Black Handle.....35%
Humason & Beckley's.....40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—

BRASS—
Wrought Brass, list Sept. '96.30@30&10%

CAST IRON—
Loose Joint.....70@70&10%
Loose Joint, Japanned.....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin.....70@70&10%
Mayer's Hinges.....70@70&10%
Parliament Butts.....70@70&10%
Fast Joint, Broad.....50@50&10%
Fast Joint, Narrow.....50@50&10%

WROUGHT STEEL—
Table and Back Flaps.....75%
Narrow and Broad.....75%
Inside Blind.....75&10%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....66⅔%
Japanned, Ball Tip Butts.....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%
Extra 10% to 10&10

Calipers—
Bemis & Call:
Double.....65%
Inside and Outside.....65%

Can Openers—
American.....₩ gross, $1.75@$2.00
Goodell's Acme.....₩ gross, 6.00
Hopper's.....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix.....4 %
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel..₩ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2 25; No. 3, $2.50.....75&10%
Universal, ₩ dos., $3.00.....50%

Bolts—
See Bolts

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel.....75%
Plate.....60@60&5%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent s.....70&10%
Weltons.....70&10%

Chain—
American Coil and Halter Chains:
"American".....40@45&5%
"Niagara".....45@50&5%
"Eureka".....45@50&5%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3 60
¾	3.55
⅞	3.50
1	3.40

Covert Mfg. Co., Breast Chain.... } 40%
Covert Mfg. Co., Halter Chain... }
Covert Mfg. Co., Heel Chain..... }
Covert Mfg. Co., Rein Chain.... }
Covert Mfg. Co., Stallion Chain.. }
Galvanized Pump Chain.....4¼@4¾c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron...60&10@60, &10&10%
Jack Chain, Brass..60&10@60, &10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains:
New List.....60@60&10%
Bridgeport Trace chains.....65%
Stake " 65%
Heel " 80%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....40&5%
Sisal.....20%

Chain Guards—
Aluminum S. & N. Co.....50

Carpet Stretchers—
Montross' "Excelsior,"...₩ dos., $6.00.....30%
Bullard's.....33⅓%
Cast Iron Steel Points.....₩ dos....80c
Socket.....₩ dos., $1.75@$2.00

Carpet Sweepers— ₩ dos.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel.....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned.....20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 0
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel.....20 00
Perpetual, Regular Bearings... 18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots

Cherry Stoners—
Enterprise.....35@30%
Goodell's Family.....net ₩ dos. $5.00

Chisel and File Handles
See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Standard Makes.....70%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co
Tanged Chisels.....30&10%
Tanged Gouges.....40&10%
Tanged Firmers'.....40%&10%
Tanged Gouges.....40%
L. & I. J. White,.....25&5%

COLD CHISELS—
Good quality, ₩ lb.....15@18c
Snell's Best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk— ₩ doz
Challenge Shank.....$3.25
Star Shank.....4.00
Star Socket.....4.25

Clippers—

HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Bell Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century.....20%

Coffee Mills—
Box and Side.....60%
Enterprise Mfg. Co.....25@30
Lane Bro's Co.....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers, 70@70&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson.....₩ doz $10.00

Corn Hooks— ₩ dos
Kretsinger Cut Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net $1.50

Countersinks—
Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List.....20%
Dixons:
₩ gro.
Eclipse.....7 in.$3.75 9 in.$4.88
Emerald.....5.00
Oriole.....5.00
Rainbow.....3.12
Solid.....7.50
Tailors, Black $5 62. Red & Blue $9.00

Curry Combs—
Kohler's.....40%
The Metal Stamping Co. Ideal,..30&10%
Perfect.....40%
Rubber, ₩ dos. $7.50.....20&10%
Southington Cutlery Co.'s.....25&10%

Cutlery—
Fosters, Pocket.....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40&10%
Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....50&10@60%
Home.....50&10
Ogden's.....33⅓&40%
Pullman's Screen.....₩ dos. net $4.50

Door Holders—
Empire.....50%

Door Springs—
Gem (Coil), list Oct. '95.....20%
Perfect.....65&10&10
Pullman, Coil.....20%
Star (Coil), list Oct. '96.....30%
Torrey's Rod, 39 in. ₩ doz., net..$1.25
" " 48 in. " " ... 3.50
Victor, Coil.....50&10&10%

Drain Cleaners—
Iwan's Adjustable.....50%
Iwan's Stationary.....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg. Co., list.....75&10%
Sargent's List.....60

Drawing Knives—
Adjustable Handle.....2' @25&10%
Bradley's.....40&5%
Jennings & Griffin.....65&2&10%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3.00.15&10%
Stearns' Bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00 Adjustable No. 10, $12.00.....33⅓%

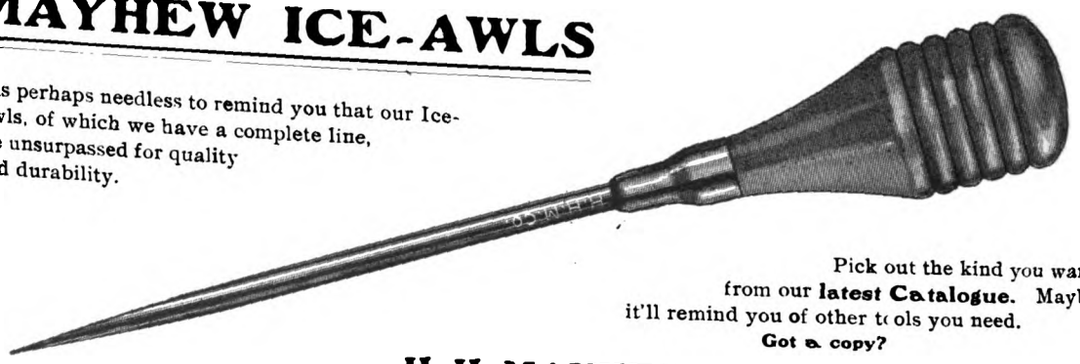
TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg.....30%
Enterprise Mfg. Co.....25@30%

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MAYHEW ICE-AWLS

It is perhaps needless to remind you that our Ice-Awls, of which we have a complete line, are unsurpassed for quality and durability.

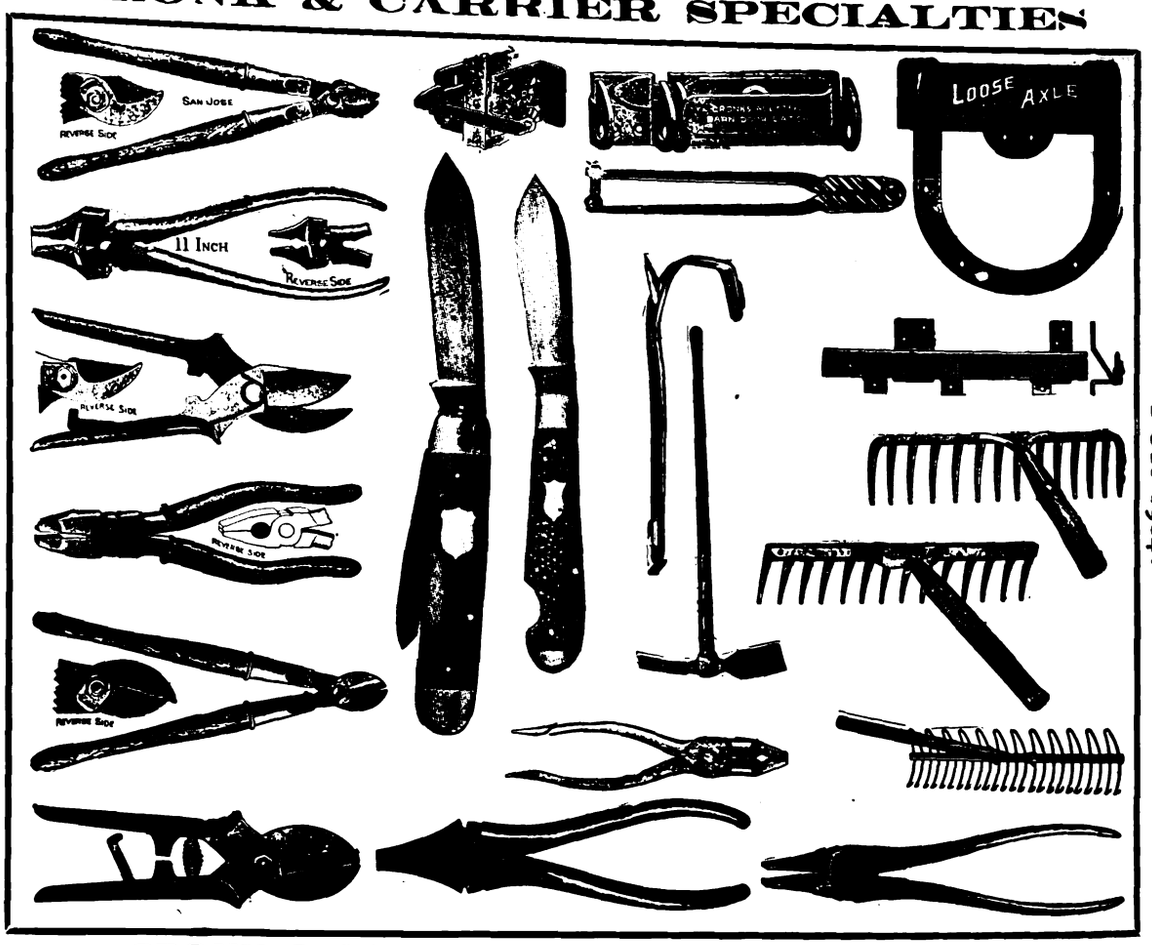


Pick out the kind you want from our **latest Catalogue.** Maybe it'll remind you of other tools you need. **Got a copy?**

H. H. MAYHEW CO., Shelburne Falls, Mass.

CRONK & CARRIER SPECIALTIES

OUR CATALOGUE TELLS ALL ABOUT OUR COMPLETE LINE.



SHALL WE SEND YOU A COPY WITH PRICES FOR 1904?

CRONK & CARRIER MFG. CO., ELMIRA, N. Y.



No. 234, 1⅛ in.

That Special Brass Screw





No. 232, ⅞ in.



No. 233, 1 in.

makes all the difference in the world. It makes

OUR SLOTTED SCREW TIPS

vastly superior to all others on the market. It holds the Rubber Head where it belongs. You can't pull it off. Write us for catalogue and prices.

THE ELASTIC TIP CO., 370 Atlantic Avenue, Boston, Mass.



No. 231, ¾ in.

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Emery—

Genuine Turkish Walpole Mills, No. 6 to 46, ₩ lb. 10c
No. 54 to 150, ₩ lb. 10c } 20%
Flour, ₩ lb. 8c

Escutcheons—

Wood 25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz.

"Challenge" $3.00
Popes 3.00
Wilkinson's $3.00 net
Westerholm's $3.25

Faucets—

Brass Globe Cocks 65@65&10%
Brass Racking 65@65&10%
Compression Bibbs 65@65&10%
Compression Bibbs with Range. 65&10%
Lever Handle Bibbs, Gr. Ky.
Rgh 65&10@70%
Fin 65@65&10%
Frary's Iron Petroleum 60@60&10%
John Sommer's "Peerless," Tin Key 40%
John Sommer's "Boss," Tin Key 50%
John Sommer's "Victor," Metal Key 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined 50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar 40%
John Sommer's "No Brand," Cedar 50%

SELF MEASURING—

Enterprise ₩ doz. $36.00 40%
Lanes $40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American 75&5%
Arcade 75&5%
J. Barton Smith 75&5%
Disston's 75%
Disston's Superfine 50%
Eagle 75%
Great Western 75&5%
Kearney & Foot 75&5%
Mc Clellan 75&5%
Nicholson 70&10%
Nicholson's X. F. Files 30@30&10%
Royal 30@30&10%

IMPORTED—

Stubs Stubs' list, 30@33⅓%

Filters—

Acorn 50%
Pulper's Natural Stone $3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list 60@60&10%
Kirby & Limerick, low list (50c base). 10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78.00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler ₩ doz. 30.00
Gun Cleaner ₩ doz. 4.20
Lightening Fish Scaler ₩ doz. 3.00
Fish Hook Shield ₩ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American 60&20%

Forks—

Geneva:
Two-Tine Hay and Boy 50&10&5%
Three Tine Hay and Boy 60&5%
Sanford Pattern, Two and Three Tines 50&10&5%
Four-Tine Hay 60%
Long Three Tine, Grain, &c. 60%
Long Four-Tine Header, &c. 65%
Alfalfa, Deep Dish Header 65%
Three-Tine Baler 65%
Four-Tine Baler 65%
Barley and Grain 60&20%
Champion Hay 60%
Champion Manure 60&15&2½%
Champion Header 65%
Four-Tine Manure 60&15&2½%
Five and Six Tine Manure 65%&2½%
Spading Forks 70&2½%
Potato Digging 60&10%
Baling Press 60&12½%
Stable and Fish 50&10&5%

HEAVY FORKS—

Vegetable Scoop, Sugar Beet, Barn, Sluice, Cotton Seed, Coal and Coke, Stone, Tanners', Shaving, Oyster } 40&10%

Fruit, Wine and Jelly Presses.

Enterprise 20@25%

Fry Pans—

Standard List 70&10

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel 50%
Clapboard 25&10%
Disstons' Mortise 70%
Marking, Mortise, etc. 50&10@60&10&10%
Stanley's 20@20&10&10%
Starrett's Surface, Center and Scratch 25&10%
Wire, Morse's 25%
Wire, P. S. & W., low list 30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr. $4.00@$4.25
Double Cut 40&10@50%
Metal Head 50&10%
Wood Head 50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid 25&25&10%
Mystic 40%
Martine 40&10%

Glue Pots—

Enameled 40%
Tinned 25%

Graters—

Enterprise 25@30%

Graphite, Lubricating.

Dixon's Pure Flake
688- 1 lb. cans, 20 cts. ea.
688- 5 " screw top tin cans, 85 cts. ea.
634- 10 " " " $1.60 "
644- 25 " boxes, 15 cts. lb.
645- 50 " " 14½ cts. lb
646-100 " kegs, 14 cts. lb.
647-350 " barrels, 12 cts. lb.

Grindstone Fixtures—

Cronk's 50%
Forest City 20@30&10%
Sargent's Patent 60&10&10%
Stowells Extra Heavy 50&10&10%
Stowells Light 60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's ₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters 40&5%
Sisal Rope 30%
Web Halters 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail 50%
Magnetic Tack, Nos. 1, 2, 3. $1.25, $1.50&$1.75 40&10%
H. & B., Tack ₩ doz. net $1.50
Maydole's 33⅓&5@40&10%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail 40&5%
Engineers' and B. S. Hand, 50&12½%
Quaker City Hammers 40&5%
Riveting and Tinners' 40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 70&2½%
3 to 5 lb 70&12½%
Over 5 lb
Wilkinson's Smiths 9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute 40&5%
Sisal 30%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's ₩ doz. $15.00

Handles—

WOOD—

Auger, assorted ₩ gr. $2.75@3.00
Auger, large ₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1 60&10%
No. 2 to 8 40%
Axe, Pick, etc 50@5 &10
Bliss Mfg. Co.
Chisel, Brad Awl, File, Auger, Soldering Iron } 25@33⅓
Brad Awl ₩ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted ₩ gr. $1.12@1.25
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet, 50&10@60%
Hoe, Rake and Fork 60@60&5%
"Simplicity" File Handles, ₩ gr. $ .90@1.50
Saw and Plane 40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles 60%

CROSS-CUT SAW HANDLES—

Atkins 40%
Champion 45@45&10%
Disston's 50%

Hangers, Barn Door—

Old Pattern 60&10%
New England 66⅔@70%
Lane's Covered 50&10&10%
Lane's Hinge Pattern, net $7.20 ₩ doz.
Lane's:
Standard 50&10&10&5
Special 50&10&10&5
Track for same ₩ 100 ft. net, $3.75
Cronk's:
Nos. 1, 1½, 2 & 3 60&10%
Nos. 11, 12 70%
Nos. 21, 21½, 22 60%
Nos. 32, 50 60&20%
No. 44 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs 60&10%
Myers' Stay-on 50&10%
Wilcox's New Century 50&10&10%

Hangers, Garment.

Pullman's ₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard net, $3.35
Ball Bearing 4.15
New Model 3.35
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B1488, 40 drawers, no partitions, run. ft., $3.60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each 22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 23 57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's 50%
McKinney's "Perfect," $1.10 ₩ doz. 50%
Wrought 35&10@90%
Wrought, Stanley 30%
Wrought, Griffin 30%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track $7.00
Myers Unloader, Wood Track 7.00
Comb. Car, Double Steel T 7.00
Comb. Car, Wood Track 7.00
Rev. Car., Double Steel Track 7.00
Rev. Car., Wood Track 7.00
Myers Unloader, Cable 7.00
Myers Unloader, Single Rail 7.00
Sure Grip Sling Car, Steel or Wood Track 12.00
Double Rail Steel Track, complete with clamps ₩ ft.
Single Rail Steel Track complete with clamps ₩ ft. .20
D. H. Fork, Steel Regular each, 1.60
Nellis Fork each, 3.00
Double Grapple Fork each, 7.00
Sprout's Shear Fork, each $1.60
Walker Fork, each 2.80
Common 6 in. Wood Sheave Pulley Fig. 433 ₩ doz. 3.30
Faultless Steel Frame K. P. Pulley, Fig. 435 ₩ doz. 4.00
Faultless Steel Frame 6 in. Plain Pulley, Fig 436 ₩ doz. 3.50
Malleable Frame K. P. Pulleys, Fig. 676 ₩ doz. 4.60
Reed Wood Frame Pulley with Hook, Fig. 434 ₩ doz. 4.00
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz. 3.50
Floor Pulley, Wood Sheave, Fig. 436 ₩ doz. 4.50
Hanging Hooks for Double Steel Track ₩ doz. 1.40
Hanging Hooks for Single Steel Track ₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in. ₩ doz. 1.00
Hanging Hooks for Wood Track, 16 in. ₩ doz. 1.80
Floor Hooks ¾ in ₩ doz. 1.40
Malleable Rafter Brackets ₩ doz. .70
Wrought Rafter Brackets ₩ doz .70
Rope Hitch ₩ doz. 3.20
Discount on above, 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge, ₩ doz. net $9.50
Iwan's Hay, Imp. Serrated ₩ doz. net $10.00
Kohlers, Hay, Sickle edge per doz. net $10
Auburn Straw 40&10%
Weymouth, Pat. 65&5%
Wadsworth's 40&10

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net $8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, 6 to 12 in., ₩ lb. 3½c. 14 to 20 in., ₩ lb. 3¼c. 22 to 36 in., ₩ lb. 3c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges 80&5%
Heavy Strap Hinges 80&20&10%
Light T Hinges 75&10&5%
Heavy T Hinges 75&5%
Extra Heavy T Hinges 80&20%
Hinge Hasps 70%
Corrugated Heavy Strap 60&20&10%
Corrugated Ex. Heavy T 80&20
} Extra 10%

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges 40%
Bommer B. B. Floor Hinges 40%
Bardsley's Patent Checking 15%
Chicago 25%
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. 60&10@60&10%
N. E., ₩ doz. $7.50 60%
N. E., Reversible, ₩ doz. $5.00 60%
N. Y. State, ₩ doz. $4.20 60%
Western, ₩ doz. $4.20 60%

BLIND HINGES—

Parker 70&10%
Sargent's, Nos, 1, 2, 5, 11, 12 70&10%
W. H. Co.'s No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ doz. sets 50&10%

Hitching Cords—

Covert Mfg. Co 45%
" " " 35%
Hitchcs Stall 35%

Hoes—

Columbian, Field and Washington Co 70&10%
Meadow and Rhode Island 55%
Ladies', Boys' and Toy 70&12½%
Onion, Turnip and Nursery 66⅔&12½%
Street and Mortar 70&10&1½%
Blackland or Southern Meadow 75&5%
Geneva Planters' 75&12 5%
Straight Shank Planters 70&10&7½%
Mississippi Planters' 75&10&7½%
Geneva Cotton 70&10&5%
Ladies' Cotton 75&7½%
Cotton Chopper 75&12½%
Rough and Ready Cotton 75&10%
Weeding Hoes 66⅔&12½%
Turf Edgers 50&10%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $2.50

WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%

BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%

CAST IRON—
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@60&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton.....₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods

MEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%

WIRE—
Atlas Coat and Hat.....45%
Atlas, New List, Single cases.....70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%
Wire Coat and Hat, Standard.....45%

MISCELLANEOUS—
Belt.....75&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's.....60%
Cronks Grass.....₩ doz. $3.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
Nos.	6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40%
Nos	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9¼c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₩ lb						13c.
Northwestern	26c	23c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						9½c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg.....3 75

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....41@5
Sisal.....20

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ₩ doz. $6.00..35@30%
No. 34, ₩ doz. 15.00..35@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2.50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2¼ in. Bead, ₩ gr. .....$1.25@1.50
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.
C. T. Ham, Class. A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door.....Net, $2.00

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel.....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....35@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.	
₩ doz.	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co.....$85.00

Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....30

Lead Pipe, Etc. ₩ lb
Bar Lead.....5¼@6c
Block Tin Pipe.....40c
Lead Pipe, full lengths.....5to5¼
Lead Pipe, Tin Lined.....12c
Sheet Lead, full rolls.....6c

Lemon Squeezers.
Bayer Bros. ₩ doz. 3-in. $1.00; 10-in, $1.40.....30%
Hotchkiss, Straight Flush, ₩ doz. $9.60
Jennings' Star.....₩ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....
Porc. Lined, Wood.....₩ doz.
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....30&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co.....40%
R. & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....40&10%

CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....
Brown's Chain.....
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices

TRUNK—
Corbin's.....35&10%
Eagle.....25&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&5%
Lignumvitæ.....45@5&5%

Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....70%@70&10%

Meat Cutters—
American.....30%

Nos.	1	2	3	4	5
Each	$5	$7	$10	$25	$50

Dixon's.....₩ doz. 33⅓&5%

Nos.	1	2	3	4
	$14	$17	$19	$20

Enterprise.....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$3.75	$6	$4.50	$6

Little Giant.....33⅓@40

Nos.	305	310	312	320	332
	$55	$48	$44	$72	$68

Woodruff's, ₩ doz.....30&10@40%

Nos.			
	100	150	
	$15	$18	

Beef Shavers (Enterprise).....20@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent.....₩ doz. $400,40%
Sargent's.....60@60&10%

Mitre Boxes—
C. E. Jennings & Co.....35&10%
Seavey's, ₩ doz. $30.....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85&10@90%

PICTURE—
Niles' Patent.....50
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$31.00
" less quantity, ₩ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs.....₩ doz. net $7.50
Black Hawk, ₩ doz.....$9.00
Cyclops.....40&10%
Cronk's.....₩ doz. net $12.00
Eclipse.....₩ doz. .. 00, 25&10&10%
Eureka, No. 74.....doz. net $8.50
Eureka, No. 75.....doz. net 8.00
Giant, No. 1, ₩ doz. $18.00; No. 1½ $16.50; No. 2, $15.00.....80&5%
Lightning.....₩ doz. $18.00, 25%
National.....₩ doz. $4.00, 40%
Pelican.....₩ doz. $9.00, 40@40&10%

Nail Sets—

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain...	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon.....₩ gr...	$5.25
Corrugated	6.75
Knurled	6.75@7 50

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%

Nuts—
Cold Punched:

	Off list
Mfrs. or U. S. Standard.	
Square, Plain	$5.10
Hexagon, Plain	5.80
Square, C. T. & R.	5.80
Hexagon, C. T. & R.	6.60

Hot Pressed:

Mfrs. U. S. or Nar. Gauge Stan'd.	
Square, Blank.	6.00
Hexagon, Blank	6.50
Square, Tapped	6.00
Hexagon, Tapped	6.50

Oilers—
Brass and Copper,.....80&10
Tin or Steel
Cushman & Denison's: ₩ doz.
Gem.....$ .50
Leader.....
Perfect Oilers.....1.80
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7@70&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8 c per lb.
" Small " ..10 c " "
Queer Creek Axe....20 c " "
} 40%

OIL STONES—
Pikes'
Lily White Washita....60 c ₩ lb.
Rosy Red " ...60 c " "
Extra " ...80 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round, Edge Slips.....90 " "
No. 1 Washita, Round Edge Slips.....70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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50 Gallon Assortment

20-1 GALLON CANS
6-5 GALLON CANS

Special Discount Proposition. Write for it.

100 Gallon Assortment

20-1 GALLON CANS
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Big Savings in Shavings

All That's Latest! All That's Best!
and most convenient has been wrought into our

NEW GEM RIGID MODEL SAFETY RAZOR

Frame is perfectly rigid. Has Famous Gem Adjustable Clips, but has neither spring, hinges nor push button to get out of order, thereby making perfect and quick cleaning possible. No better Safety Razor Frame made.



GEM Single Roll Stropping Machine





New GEM Rigid Model Safety Razor

Investigate *and* Compare

OUR SINGLE ROLLER GEM STROPPING MACHINE

With other stropping machines. Ours has only one single hard rubber roller in the centre, and self-reversing blade-holder. Impossible to get out of order. All metal parts are of German Silver. Ebony handle is detachable; can be used on safety frame.

ROCK BOTTOM PRICES. Ask us or your jobber about them.

GEM CUTLERY CO.,

34 Reade Street, New York, U. S. A.

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Pikes
Wasmits and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, (30c ₩ lb) Chocolate " (30c " ") Regular Hindostan (8c " ") Small Hindostan (10c " ") } 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet Red..... 50&10%
Pure Packing "Excelsior"..... 50%
Extra..... 60%
MISCELLANEOUS— ₩ lb
American Packing..... 9c@10c
Cotton Packing..... 12c@14c
Italian Packing..... 10½c@12c
Jute..... 5c@6½c
Russian Packing..... 12c@13½c

Padlocks—
See Locks.

Pares—
APPLE— ₩ doz.
Advance..... $ 4.50
Baldwin..... 5.00
Bonanza..... each 6.50
Dandy..... each 7.50
Eureka, 1898..... each 20.00
Family Bay State..... 15.00
Improved Bay State..... 36.00
New Lightning..... 7.50
Reading, 72..... 4.00
Reading, 78..... 7.00
Turntable, 1898..... 6.75
White Mountain..... 6.00
POTATO— ₩ doz.
Saratoga..... $7 00
White Mountain..... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's..... $2.17@8.75
Carpenter's, Blue or Red Lead..... 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6.87
Colored Lumber..... 9.00
Black Artists..... 9 37
Colored..... $4.38@7.50
Assortment Boxes..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumbs:
Railroad or Adze Eye..... 60&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire..... 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality..... 40&10%
Bench, Second Quality..... 50&10%
C. E. Jennings & Co..... 50&10%
Molding..... 33⅓%
IRON PLANES—
Chaplin's Iron Planes..... 50&10
C. E. Jennings & Co., Iron..... 50&10%
Sargent's..... 50&10&10
Standard Tool Co..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's..... 25&10@25&10&10%
Miscellaneous..... 25&10@25&10&10%
PLANE IRONS
Auburn "Thistle"..., Ohio..., Sandusky... } 30&5@35&10&5%
Buck Bros..... 30%
Butcher's..... $5.00@5.25 to £
C. E. Jennings & Co..... 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White..... 20&5@25%

Pliers and Nippers—
Button..... 70&10@75%
Carew's Pat. Wire Cutters..... 20%
Cronk & Carrier:
Pliers
No. 1..... 60&10%
20..... net. $9.00
40..... 75%
50..... 80%
65..... 40%
70..... 50%
80..... 40%
85..... 40%
Wm. Johnson's Gas Pliers..... 66⅔%
Smith's Side Cutting..... 25%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's..... 40&10&10
Davis':
Inclinometers..... 20%
Iron Levels..... 25&10%
Disston's..... 70%
Machinists'..... 25%
Pocket Levels..... 70&10@75%
Stanley's..... 30&10@30&10&10%
Stanley's Duplex..... 20@20&10&10%
Wood's Extension Sight..... 25@25&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's..... 25%

Polish Metal—
Prestoline Liquid, New List..... 40%
Prestoline Paste..... 33⅓@40%
U. S. Metal Polish Paste, 8-oz. boxes, ₩ doz..... $ .50
₩ gross..... 4.75
½ lb. boxes, ₩ doz..... 1.25
10 boxes, ₩ box..... 2.25
U. S. Liquid, 8 oz cans, ₩ doz..... 1.25
₩ gross..... 12.00
Barkeeper's Friend Metal Polish, ₩ doz..... 1.75
₩ gross..... 8.00

Polish, Stove—
Dixon's Plumbago..... ₩ lb
Joseph Dixon's..... ₩ gro. $5.75, 10%
Gem..... ₩ gro. 4 50, 10%

Poppers, Corn—
Square, ₩ doz. ₩ gro
1 qt..... $ 9 00
1½ qt..... 11.00
2 qt..... 13.50

Post Hole Diggers— ₩ doz
Disston's Samson Digger..... $34.00, 25%
Kohlers:
Little Giant..... per doz., net $12.00
Hercules..... " " 9.50
Invincible..... " " 9.00
Pioneer..... " " 7.20
Universal..... " " 18 00
New Champion..... " " 5.50
Rival..... " " 7 50
Ryan's..... ₩ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved..... 40&5%
Perfection..... ₩ doz. net, $8 25
Split Handle..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ dos. net..... $5.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle,..... net $7.00
Perfection..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand..... ₩ doz net $6 50
Atlas Pattern..... ₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks..... 75&10&2%
Hop Hooks'..... 60&10&2½%
Potato Hooks..... 70%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ₩ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears...6 10%
Rockdale Pruners..... 33⅓%
Standard Tree Pruners..... 75%
E. S. Lee & Co.'s Pruning Tools..... 40%
P. S. & W. Co.'s Shears..... 40%
Waters' Tree Pruners..... 75&10%

Pulleys—
Awning..... 60@60&10%
Axle..... 50&10@60%
Brass Screw..... 45&10%
Ceiling..... 60@10&60%
Clothes Line, Japanned..... 60%
Common Sense..... 60%
Dumb Waiter..... 60@60&10%
Empire Sash Pulley..... 60%
Fox all-steel..... 50%
"Grand Rapids" all steel..... 50%
Hay Fork, Swivel Eye, ₩ doz.,
4-inch, $3 75; 6-inch, $5.00..... 55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $5.00..... 50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12.00..... 40%
Side, Anti Friction..... 50%
Shade Rack..... 45%
Upright..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers'..... 50%
Spray Pumps, Myers'..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz..... $7.50
Mechanical, net per doz..... 7.50

F. E. Myers & Bro. Low List:
No. 1, Fig. 398, 3 in. Shallow Well Pump..... $13.00
No. 8, Fig. 398, 3½ in. Shallow Well Pump..... 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump..... 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump..... 17.00
No. 14, Fig. 501, 3 inch Deep or Shallow Well Pump..... 15 00
No. 33, Fig. 528, 3 in. Deep Well Pump..... 17.00
No. 55, Fig. 331, 3 in. Shallow Well Pump..... 14.00
No. 56, Fig. 532, 3½ in. Shallow Well Pump..... 17 00
No. 70, Fig. 333, 3½ in. Deep Well Pump..... 15 00
No. 72, Fig. 333, 3 in. Deep Well Pump..... 15.00
No. 102, Fig. 448, 3 inch Lift Pump..... 9.00
No. 106, Fig. 449, 3½ in. Lift Pump..... 11.00
No. 138, Fig. 510, 3 in. Lift Pump..... $7 00
No. 181, Fig. 510, 3½ in. Lift Pump..... 8.50
No. 203, Fig. 369, Windmill Pump..... 13.50
No. 205, Fig. 403, Windmill Pump..... 16 00
No. 240, Fig. 406, Regulator Pump..... 28.00
No. 302, Fig. 477, Spray Pump, complete..... 11.50
No. 330, Fig. 547, Knapsack Spray Pump..... 10.00
Discount, 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump..... net, 5.00
No. 320, Fig. 493, Bucket Spray Pump..... net, 2.00

Punches—
Semis & Call Co.'s:
Cast Steel Drive..... 50%
Morrill's..... 50%
Niagara Hollow..... 40%
Niagara Solid..... 55%
Saddlers' or Drive, good..... 60@65%
Snell's Tinners'..... 40&5%

Rail—
Barn Door, Light, 1in. ½ ⅝ ¾ ₩ 100 feet..... $1.40 1.55 1.80
Barn Door, "None Better" No. 1, ₩ foot..... 3¾c
Barn Door, "None Better" No. 2, ₩ foot..... 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c..... 70%
Double Flange, ₩ foot, 8c..... 70%
Carrier Steel Rail, ₩ foot..... 4½c
Cronk's: ₩ foot
O. N. T. Style, No. 18..... 3½c
Double Braced..... 3½c
Lane's:
O. N. T. 1 in..... net, $3.00
O. N. T. 1¼ in..... net. 3.75
Stowell's Wrought Steel..... 35%
Sliding Door, Bronzed Wrought Iron, ₩ foot..... 6½c
Sliding Door, Steel, Brass Plated, ₩ foot..... 8½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb. 35c..... 10@20%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable..... 70%
New Champion..... 75%
Victor..... 80%
Anti-Clog Lawn..... 75%
Never Break Garden..... 75&10%
Queen City Lawn..... 40%
Kohlers:
Net
Lawn Queen..... 20, $3.45
" " 24, 3.60
Jumbo Lawn..... 36, 5.25
Paragon (Wood Head)..... 2.75
Steel, Garden 10th..... 2.21
" " 12th..... 2 40
" " 14th..... 2.64
" " 16th..... 2 88
Geneva Garden and Gravel..... 70%
Geneva Weldless Garden..... 75&15%
*Toy Shank, Steel..... 70%
*Mall, Heavy Braced Curved 70&10%
*Mall, Light Braced Straight 70&10%
*Mall, Heavy Sgl. Shank..... 70&10%
*Lawn, No. 1..... 70&10%
*Lawn, No. 2..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's..... 75%
New Nicholson Horse Rasp..... 70&10%
See also Files

Razors—
Electric..... List net
Boracic..... 60&10%
Fox..... 40%
J. R. Torrey Razor Co..... 20%
Woestenholm and Butcher, $10 00 to £..... 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned..., White Japanned..., Bronzed Finishes..., Electro-Plated..., Nickel Plated... } 70 to 75%
White Porcelain..... 60%
Solid Brass and Bronze Metal..... 50%

Revolving Chimney Tops—
Iwans' Volcaneo..... 50&5%

Rifle Cleaners—
Bishops':
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs..... 50&10@60%
Hose with Burrs..... 50&10@60%
IRON OR STEEL
New List, Jan. 8, 1904.
Tinners..... 75%
Miscellaneous..... 75%

Rivet Sets—
Regular List..... 70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ doz. 1.00 .60 .75 .75 .90 cts

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger..... 18to22c
Medium..... 16@18c
½ in. and larger..... 14@16c
Common..... 12@13c
Jute Rope:
A grade..... 6½c
C grade..... 6
Manila:
7 16 in. and larger..... 12 c
⅜ in..... 13½c
¼ and 5-16 in..... 13 c
Steel:
7-16 in. and larger..... 8½@9½c
⅜ in..... 9@10c
¼ and 5-16 in..... 9½@10½c

Rules—
Athol, Steel..... 33⅓%
Boxwood..... 60&5@60&10&5%
Ivory..... 35&10@35&10&10%
Lufkin's:
Steel..... 50&10%
Lumber..... 60&10%
Miscellaneous, Stanley's. 50&10&50&10&5%

Sad Irons—
DOVER ASBESTOS—
Polishing..... 50%
Pressing..... 50%
Laundry..... 45%
Sleeve..... 60%
Tourist..... 50%
Toy..... 50%
Blacklock:
Plain Black in Cases...₩ 100 lbs $2.75
Bronze Finished in Cases"... 3 15
Aluminum Finish " " 2 95
Full Nickel " " 3.75
GOLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth..... 50&10&10%
Garnet Paper..... 30%
Flint and Emery Paper. 50&10&10%

Sash Balances—
Caldwell Mfg. Co..... 50%
Victor Bronze..... 75%
Victor Steel..... 70%

Sash Chain—
Competition..... 50&10%
Giant..... 40%
Monarch B. C Co,..... 70%
Pullman Bronze..... 70%
" Cop Steel..... 70&10&10%
Royal Metal..... 65&5%
Steel B. C. Co..... 70&10%
Steel, Copperplated..... 70%
Victor Bronze..... 70%
Victor Steel..... 75%

Sash Cord and Weight Fastener
Ives..... 40%

Sash Cord—
Cable Laid Italian..... ₩ lb 16@18c
Cable Laid Russia..... ₩ lb 15c
Common India..... ₩ lb 10@10½c
Patent Russia..... ₩ lb 14c
Patent India..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab..... ₩ lb 40c
A Quality, White..... ₩ lb 35c
B Quality, Drab..... ₩ lb 35c
B Quality, White..... ₩ lb 30c

Sash Fasteners.
Ives "Crescent"..... 50%
Imperial..... 33⅓%
Sash Rollers..... 70%
Ives Casement Fasteners..... 40%
Champion..... 50%
Monitor, Steel..... 25%
Shutter Sheaves..... 60%
Window Screen Sash Lifts..... 66⅔%

Sash Locks—
Champion Meeting Rail..... 50%
Champion Side..... 60%
Ives' Patent:
Wrought Metal..... 55%
Cast Metal..... 62½c
Window Ventilating Lock..... 60%
Payson's Signal..... 80%

Sash Weights—
Ton lots at factory..... $25.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co..... 25@35&7½%
National Specialty Mfg. Co..... 30%

Saws—
Atkins:
Band 2 to 14 in. Wide..... 50
Band ¼ to 5-16 in. Wide..... 60

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 90&3½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00
⅋ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....⅋ doz. $6.00
Excelsior Saw Tools.....⅋ doz. 6.00
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....⅋ doz. net $8.50
"Royal".....⅋ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ⅋ doz.....$4.75
Stillmans.....⅋ doz. 1.00
Taintors Positive $18.00 ⅋ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....⅋ doz. $2.00
Box, 2 Handle.....⅋ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....⅋ doz. $9.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....⅋ doz. $2.50

Screens—

DOOR—

Phillips: ⅋ doz.
⅛-in., Style E, Fancy Screen Doors.....$10.50
⅛-in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&21½%
Perfection Screens.....60&5&21½%
Improved Window Screen Frames.....60&5&21½%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....25%
Disston's Flat Blade, Electrl, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01..⅋ doz. $6.00 net
Electric Spiral No. 02..⅋ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fay's Hol. Hdle. Sets, No. 8..$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ⅋ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ⅋ doz., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....83⅓@35%
Chair.....60&10%
Hand, Wood.....83⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ⅋ doz.

Wadsworth's:
Natural Finish, Grass..
Polished Blade, Grass.....
Painted or Bronzed, Grass.....
Clipper, Grain.....
Weed and Bush.....
} 20%

Scythe Rifles.

3-foot.....$10.00 ⅋ gro.
4- " .....$12.00 " " } 40%

Scythe Stones.

No 1 Indian Pond....$7.00 ⅋ gro.
No 2 " " .... 4.50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " "
Green Mountains.... 6.00 " "
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24.00 " "
" Emery.....15.00 " "
} 40%

Seeders—

Raisin, Enterprise.....35@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2½%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine..⅋ gross, $10@$11.50

Skate Sharpeners—

Eureka.....⅋ doz. $1.75; ⅋ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 21x7, 26x6, 30x9...55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....⅋ gro. $16.50@$20.00
2 Knives.....⅋ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....95%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Buckle Snaps.40%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%
Double for Bits or Trace Carrier..45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5%
Rope Snaps.....40%
Yankee Snaps.....30&5%

Scythe Snaths—

National Snath Co:.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....⅋ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

⅋ doz. net.
"1847".....$8.50
"Anchor".....8.25
"Eagle".....8.25
"Star".....8.25
Rogers, Smith & Co.....$8.
Rogers & Hamilton.....8.
Holmes & Edwards.....8.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10% 40%
Winterbottom's Try and Mitre..40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ⅋ lb.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....80%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....85@40%
Gardner.....83⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj. Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MARERS—

Holroyd & Co.....80&10%@8 0&10 & 1

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders—

Lane's.....0%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&5%
S. S. Cut Tacks.....90&5%
Carpet Tacks:
American, Blued.....90&10&10%
American, Tinned.....90&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&20&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....90%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers—

Columbia, No. 1, ⅋ doz., net.....$5.00
Columbia, No. 2, ⅋ doz., net.....1.00
Little Jack.....⅋ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....50%
Steel.....33⅓@40%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths'.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....80&20%
Pipe 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....60⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos 643 and 644, ₩100.....net, $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₩ doz. $1.25, ₩ gro. $12.00
Globe.....₩ doz. 1.25, ₩ gro. 12 00
Harper.....₩ doz. 1.40, ₩ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@75&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₩ doz...$1.00, 10%
Mouse, Wood, Choker, ₩ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ₩ doz...$12.00
No. 3, Rat, ₩ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ₩ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ₩ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ₩ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ₩ gro., $15.00; No. 2, ₩ gro. .....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ₩ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden..35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....20%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Koblers:
Mat Hdl. Jap.....₩ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net ..$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30%
Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....₩ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Tapiin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 30.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " ...67½
Nos. 19 to 30 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....30&10%
Painted Screen Cloth, good quality, ₩ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....30%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....30&5%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Machinists.....66⅔%
Solid Handle.....50%
Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%
Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5&5 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....50&10%
Stillson Pipe.....30&10%
Taylor Pipe and Nut.....60%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 43c
Linseed, City, Boiled, in barrels, ₩ gal. 45c
Out of Town on Spot.....₩ gal. 42c
Calcutta, Raw, in barrels.....₩ gal. 65c
Lard, Prime City.....₩ gal.....61@62c
Lard, Extra, No. 1.....51@52c
Lard, No. 2.....39@40c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $19.00@$21.00
Barytes, American Floated, ₩ ton, $19.00@$20.00
Barytes, Crude.....₩ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₩ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₩ lb. net 7c
In lots of 500 lbs. and over. ₩ lb. 6½c
White Lead, Eng., in Oil..₩ lb. 8½@9½c
Litharge, Kegs.....₩ lb. 6¾@7¼c
Zinc, American, Dry.....₩ lb. 4 5-8@5c

Putty—

In bulk.....1¾@2
In bladders.....1¾@2½
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....58@ 58½c
In machine bbls.....58½@ 59c

Dry Colors—

	₩ lb
Blue, Chinese	30 @35 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	5 @20 c
Sienna, Italian, burnt & powdered	4½@10 c
Sienna, Italian, raw & powdered	3½@ 4c
Umber, Turkey, burnt	2½@ 3½c
Umber, Turkey, raw	2½@ 3½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	12½@14½c
Indian Red, American	3 @ 4½c
Indian Red, English	4½@ 8½c

Colors in Oil—

Black Lampblack, best	13	@15
Black Lampblack, common	8	@10 c
Blue, Chinese	35	@40 c
Blue, Prussian	32	@36 c
Blue, Ultramarine	14	@18 c
Sienna, burnt	11	@13 c
Sienna, raw	11	@13 c
Umber, burnt	11	@13 c
Umber, raw	10	@13 c
Brown, Vandyke	10	@13 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Abrasives.
Canada Corundum Co., Toronto, Can.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Alcohol Lamps
Glogau & Co., Chicago, Ill.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Animal Pokers.
American Fork and Hoe Co, Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anti Rattlers.
Fernald Mfg. Co., North East, Pa.

Anvils.
Alfred Field & Co., New York

Apple Parers.
Goodell Company, Antrim, N. H

Arbor Presses.
Chandler & Farquhar, Boston

Architectural Metal Works.
Western Brass Mfg. Works, Chicago, Ill.

Art Hardware.
Sargent & Co., New York

Asphalt Gravel Roofing.
Stowell Mfg Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York

Automobiles.
National Sewing Machine Co., Belvidere, Ill.
J. Stevens Arms & Tool Co., Chicopee Falls Mass.

Awls.
The H. H Mayhew Co,. Shelburne Falls, Mass.

Awnings.
Wagner Mfg Co., Cleveland, Ohio

Axes and Edge Tools.
L. & I. J. White Co., Buffalo, N.Y.
Sargent & Co., New York.
Peck Edge Tool Co. Cohoes, N. Y.

Axle Oil
The Frank Miller Co., New York.

Babbitt Metal.
Magnolia Metal Co., New York

Ball Braces.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Bank Railings.
J. E. Bolles Iron and Wire Works Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York

Barn Door Hangers.
J. E Porter Co., Ottawa, Ill.
Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva O.

Barn Paints.
Geo. W. Pitkin Co, Chicago, Ill.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Barrel Bolts, Wrought.
Sargent & Co. New York.

Bearing Metal.
Magnolia Metal Co, New York

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila

Beet Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co, Geneva, O.

Bellows, Smiths'.
William Dobson, Canestota, N. Y.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co. Jersey City N. J

Belt Shifters.
Chandler & Farquhar, Boston

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears
Chandler & Farquhar, Boston.

Bolt Clippers.
Wm. Schollhorn Co., New Haven, Conn.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blacksmiths' Vises.
John H. Graham & Co., New York

Blocks, Tackle.
Lane Bros., Poughkeepsie, N. Y.

Bolt and Screw Cases.
J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel.
Griffin Mfg Co. Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Bottle Corkers.
Hugo Reisinger New York.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N.Y

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co New York
Standard Metal Strap Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
The H. H. Mayhew Co, Shelburne Falls, Mass.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Brick Bonds.
The Metal Stamping Co. Niagara Falls, N. Y.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Brooders.
Reliable Incubator & Brooder Company, Quincy, Ill.

Builders' Hardware.
Brass Goods Mfg. Co., Brooklyn, N.Y.
Champion Safety Lock Co, Geneva, O.
John H Graham & Co, New York.
Hobart B. Ives & Co. New Haven, Conn.
Sargent & Co., New York
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim N. H.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales.
John Chatillon & Sons, New York
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Sargent & Co., New York.

Cabinet and Saloon Fixtures.
Western Brass Mfg. Works, Chicago, Ill.

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago. Ill.

Calipers.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co, Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York

Carpenters' Pencils.
Joseph Dixon Crucible Co. Jersey City, N J

Carpenters' Tools.
Stanley Rule & Level Co, New York
L. & I. J. White Co., Buffalo, N. Y.

Carpet Sweepers.
National Sweeper Co, Marion, Ind.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing.
Frank Miller Co New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D Warren Mfg. Co., Chicago, Ill.

Cement Sidewalk Tools.
W. H. Anderson & Sons, Inc., Detroit, Mich.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N. Y.

Chains.
Covert Mfg Co., West Troy, N. Y.
Alfred Field & Co., New York.
Fuller Bros., New York

Chains, Cow.
Covert Mfg. Co West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass.
Schwerdtle Stamp Co. Bridgeport Conn

Cherry Stoners.
Enterprise Mfg. Co of Pa., Philadelphia.
Goodell & Co., Antrim, N. H

Chisels.
L. & I. J. White Co., Buffalo, N.Y.
W. H. Anderson & Sons, Detroit, Mich.
Thomson Drop Forge Co, Plantsville, Ct

Chisels, Firmer.
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sargent & Co, New York
L. & I. J. White Co, Buffalo, N. Y.

Clamps.
Batavia Clamp Co. Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co. Bridgeport Conn.
J. L. Taylor, Newark, N. J.

Cleavers.
John Chatillon & Sons, New York
Goodell Company Antrim, N. H
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua N. H.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Clothes Drying Racks.
Matt. Redlinger.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport Conn.

Clothes Bars.
A. J. Phillips Co. Fenton, Mich.
Udell Works, Indianapolis, Ind.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co, New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York
Sargent & Co., New York

Coffee & Spice Mills.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Lane Brothers Co., Poughkeepsie N. Y.
Sargent & Co., New York and New Haven.
Specialty Mfg. Co. Indianapolis, Ind.

Coke Forks.
Geneva Tool Co., Geneva, O.

Cold Chisels & Punches.
W. H Anderson & Sons, Inc, Detroit, Mich.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Contractors Tools.
W. H Anderson & Sons, Inc. Detroit Mich

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Copying Processes.
Felix H. Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Corking Machines.
Hugo Reisinger, New York.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.

Corn Hooks.
Geneva Tool Co., Geneva, O.

Corundum.
Canada Corundum Co., Toronto Canada!

Cotton Hoes.
Geneva Tool Co., Geneva, O.

Counsellors at Law.
Straley, Hasbrouck & Schloeder, New York.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin.
J. D Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co, New York

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J

Cream Coolers.
Wheeler Gravity Cream Separator Co,, Syracuse, N. Y.

Cream Separators.
Wheeler Gravity Cream Separator Co., Syracuse, N. Y.
Plymouth Mfg. Co., Plymouth, Ohio.

Cupboard Catches.
Champion Safety Lock Co., Geneva Ohio.

Cupboard Turns.
Champion Safety Lock Co., Geneva, Ohio.

Curled Hair.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.
John H. Graham & Co., New York
The Metal Stamping Co., Niagara Falls, N. Y.

Cuspadors.
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket.
John Chatillon & Sons, New York
Cronk & Carrier Mfg. Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, Eng

Cutlery, Table.
Alfred Field & Co., New York
Goodell Co., Antrim, N. H
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

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Cutters, Rod.
Chandler & Farquhar, Boston
Cutters, Wire.
Cronk & Carrier Mfg. Co., Elmira N. Y
Cutting Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.
Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.
Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co , Boston, Mass.
Dog Collars and Muzzles.
Alfred Field & Co., New York.
Door Checks and Springs.
Sargent & Co., New York.
Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.
Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.
Drawer Pulls.
Griffin Mfg Co., Erie, Pa.
Champion Safety Lock Co., Geneva Ohio.
Drawing Instruments.
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.
Drawing Knives.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.
Drills, Bench.
Chandler & Farquhar, Boston, Mass.
(See Twist Drills.)
Drills, Blacksmiths'. Etc.
Sargent & Co., New York.
Dripping Pans.
The Bronson Walton Co., Cleveland, O
Drop Forgings.
Thomson Drop Forge Co., Plantaville, Ct.
Dumb Waiters.
Kimball Bros. Co., Council Bluffs Iowa
Storm Mfg. Co., Newark, N. J.
Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa.
Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.
Electric Bells and Supplies.
John H. Graham & Co., New York
Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works. Detroit, Mich.
Elevators.
Kimball Bros. Co., Council Bluffs Iowa.
Storm Mfg. Co., Newark, N. J.
Emery and Garnet Paper.
Baeder, Adamson & Co., New York. Philadelphia, Boston and Chicago.
Emery Paper and Cloth.
Baeder & Adamson Co., Phila. and New York
Emery Wheels.
Pike Mfg Co., Pike Station, N. H.
Envelope and Stamp Lubricators.
Peloube Scale & Mfg. Co., Chicago
Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N Y
Sargent & Co., New York.
Export Agents.
John H Graham & Co , New York
Fans, Electric, Water Motor, etc.
D. L. Bates & Bro., Dayton, Ohio.
Specialty Mfg Co. Indianapolis, I
Farm Fencing.
New Jersey Wire Cloth Co., Trenton and New York.
Farming Tools.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co , Geneva, O.
Faucets, Metal.
John H. Graham & Co., New York.
Faucets, Wood.
John Sommer's Son, Newark, N. J
Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Frankfort Iron Fence Works, Frankfort, Ind
Van Dorn Iron Works Co., Cleveland, Ohio.
Stewart Iron Works Co., Cincinnati, Ohio.
Field Hoes.
Geneva Tool Co., Geneva, O.
Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I
Filters.
Buffalo Mfg. Co. Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Fire Door Hangers
Stowell Mfg. and Foundry Co, South Milwaukee, Wis.
Fire Pots.
Clayton & Lambert Mfg. Co , Detroit, Mich.
Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.
Fishing Tackle.
J. M. Mast Mfg. Co , Lititz, Pa.
Flint Paper.
Baeder & Adamson Co., Phila. and New York.
Floor Plates.
American Tube and Stamping Co. Bridgeport, Conn.
Folding Tables.
Udell Works, Indianapolis, Ind.
Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa
Sargent & Co., New York, and New Haven, Conn.
Forgings (Automobile)
Thomson Drop Forge Co., Plantaville, Ct.
Forgings, Carriage.
Columbus Bolt Works, Columbus O.
Forgings (Special)
Thomson Drop Forge Co., Plantaville, Ct.
Frame Pulleys.
Sargent & Co., New York.
Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.
Fruit Presses.
Enterprise Mfg. Co of Pa., Philadelphia.
Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.
Galvanized Wire.
Fuller Bros. & Co., New York.
Garden Hoes.
American Fork and Hoe Co , Cleveland, O
Geneva Tool Co., Geneva, O.
Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co , Geneva, O.
Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Garnet Paper.
Baeder & Adamson Co., Phila. and New York.
Gasoline Arc Lamps.
Standard Gas Lamp Co., Chicago, Ill.
Gasoline Lighting System
Standard Gas Lamp Co., Chicago Ill.
Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Gas Stoves.
Glogan & Co., Chicago, Ill.
Taylor & Boggis Foundry Co., Cleveland, O.
Gauges.
The H. H. Mayhew Co., Shelburne Falls, Mass
Gauges, Butt.
Stanley Rule and Level Co , New York.
Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.
Glass Cutters.
The H. H. Mayhew Co., Shelburne Falls Mass
Glass Water Coolers.
Appert Glass Co , New York.
Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co , Baltimore, Md.
Grain Cradles.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co , Geneva, O.
Grain and Barley Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.
Grass Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Grates.
Blacklock Foundry, South Pittsburgh, Tenn.
Grommers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.
Guns.
Alfred Field & Co., New York.
Hack Saws.
Diamond Saw & Stamping Works, Buffalo, N. Y.
E. C. Atkins & Co., Indianapolis and New York.
Hair Felting.
Baeder, Adamson & Co., New York Philadelphia, Boston and Chicago
Halter Chains.
Covert Mfg. Co., West Troy, N. Y
Hack Saw Blades.
Diamond Saw & Stamping Works. Buffalo, N Y
E. C. Atkins & Co., Indianapolis and New York.
Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y
Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.
Hand Elevators.
Storm Mfg. Co., Newark, N. J.
Handles, Tool.
Berger Bros Co., Philadelphia
Geneva Tool Co., Geneva, O.
Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira N. Y.
John H. Graham & Co., New York
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis
McKinney Mfg. Co., Allegheny, Pa
J. E. Porter Co., Ottawa, Ill.
Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland Ohio.
Hangers, Parlor Door.
Sargent & Co., New York
Stowell Mfg. & Foundry Co., South Milwaukee, Wis
Lane Bros. Co Poughkeepsie, N. Y.
Hangers, Pipe.
Berger Bros Co., Philadelphia
Walworth Mfg. Co., Boston, Mass
Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Mfrs' Agents, Etc.
John H. Graham & Co , New York
Robert Murray, New York.
Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Harness Dressing.
Frank Miller Co., New York, N. Y
Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.
Hasps and Staples.
Griffin Mfg Co., Erie, Pa
McKinney Mfg. Co., Allegheny, Pa
Hatchets.
Peck Edge Tool Co., Cohoes, N. Y.
Hay Carriers.
J. E. Porter Co., Ottawa, Ill.
Hay Carrying Tools.
F. R. Myers & Bro., Ashland, Ohio.
J. E. Porter Co., Ottawa, Ill.
Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
J. E. Porter Co., Ottawa, Ill.
Hay Slings.
J. E. Porter Co., Ottawa, Ill.
Header Forks.
Geneva Tool Co., Geneva, O.
Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.
Hinges.
Griffin Mfg Co , Erie, Pa.
McKinney Mfg. Co , Allegheny, Pa
Niles Mfg. Co , Chicago.
Sargent & Co., New York.
Hinges, Spring.
Bommer Bros., Brooklyn, N. Y
Niles Mfg. Co., Chicago.
Sargent & Co., New York
Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.
Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.
Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.
Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York
Sargent & Co., New York.
Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y
Horse Clipping Machine
American Shearer Mfg. Co , Nashua, N. H.
Horse Powers.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Horse Nails.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co., Neponset, Boston, Mass.
Horse Rasps.
G. & H. Barnett Co., Phila., Pa
Mayer Bros. Phila , Pa.
Nicholson File Co., Providence, R. I.
Hose Pipe.
F. R. Myers & Bro., Ashland, Ohio
Hose, Rubber.
F. R. Myers & Bro., Ashland Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J
Ice Balances.
John Chatillon & Sons, New York.
Peloube Scale & Mfg. Co., Chicago.
Ice Chisels.
John Chatillon & Sons, New York.
Ice Cream Freezers.
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia
Specialty Mfg. Co. Indianapolis, Ind.
Ice Creepers.
Edwin R. Stimpson & Son, New York
Ice Picks.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Ice Tools.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
W H. Anderson & Sons, Inc., Detroit, Mich.
L. & I. J. White Co , Buffalo, N. Y.
Wm. T. Wood & Co., Arlington, Mass.
Incubators.
Reliable Incubator & Brooder Co. Quincy Ill.
Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.
Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.
Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works, Detroit Mich.
Stewart Iron Works Co., Cincinnati, Ohio.
Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
Stewart Iron Works Co., Cincinnati, Ohio.
Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.
Jack Chains.
Smith & Egge Mfg Co., Bridgeport Conn.
"Japalac."
Glidden Varnish Co., Cleveland, O.
Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.
Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H
Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.
Lamps, Bicycle.
John H. Graham & Co., New York.
Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.
Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Lawn Mowers.
Philadelphia Lawn Mower Co., Philadelphia, Pa
Coldwell Lawn Mower Co., Newburgh, N. Y.
Lawn Rakes.
Geneva Tool Co., Geneva, O.
Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J
Matt. Redlinger, Freeport, Ill.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Lighting System, Gasoline.
Standard Gas Lamp Co., Chicago, Ill

Liquid Fillers.
E. E. Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N. Y
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co, New York and Jersey City, N. J.

Machine Knives.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
Signal Mail Box Co., Joliet, Ill.
C. G. Folsom South Bend Ind.

Mallets.
John Sommer's Son, Newark, N. J
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York
Specialty Mfg. Co. Indianapolis, Ind

Meat Cutters.
Enterprise Mfg Co of Pa., Philadelphia.
John H. Graham & Co., New York
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Mills, Coffee and Spice.
John Chatillon & Sons, New York
Enterprise Mfg. Co of Pa., Philadelphia
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives
Enterprise Mfg. Co of Pa., Philadelphia.
John H. Graham & Co., New York

Miniature Tools
Davison Mfg. Co., Brooklyn, N. Y.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co, New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.
Rockford Tack & Nail Co., Rockford, Ill.

Nail Sets.
John H. Graham & Co., New York
C. E Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N H

Oil Stoves.
Taylor & Boggis Foundry Co. Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass
Alfred Field & Co., New York.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City N. J.
Geo. W. Pitkin Co., Chicago, Ill

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schleeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg Co., Bridgeport Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass

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Berger Bros. Co., Philadelphia
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co. Bridgeport Conn
Walworth Mfg Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport Conn
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
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Stanley Rule and Level Co., New York.

Planters' Hoes.
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Plated Ware.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery.
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John Chatillon & Sons, New York
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Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J

Polishes, Liquid.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Fessil Co., New York.
Geo. W Huffman, Indianapolis, Ind. and New York.
Whittemore Bros. & Co., Boston, Mass.

Polishes, Paste.
Black Silk Stove Polish Works, Sterling, Ill.
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H. L. Fessil Co., New York.
Geo W. Huffman Indianapolis, Ind. and New York
Whittemore Bros. & Co., Boston, Mass.

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Pelouze Scale & Mfg. Co,, Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York
Rockford Tack & Nail Co. Rockford Ill.

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American Fork and Hoe Co., Cleveland, O.
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John Sommer's Son, Newark, N. J

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Geneva Tool Co., Geneva, O.

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Henry Disston & Sons, Inc., Philadelphia, Pa.
Sargent & Co., New York

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Specialty Mfg. Co 8
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Standard Mfg. Co. 4
Standard Metal Strap Co. 51
Stanley Rule & Level Co. 40
Starrett (L. S.) Co. 15
Stevens (J) Arms & Tool Co. 1
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Stimpson (Edwin B.) & Son 74
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Straley, Hasbrouck & Schloeder 2
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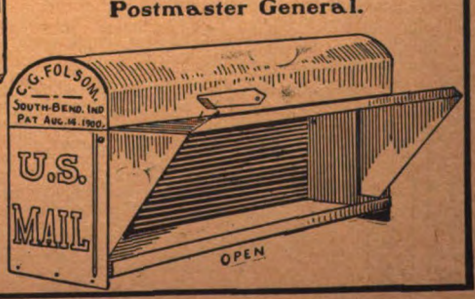
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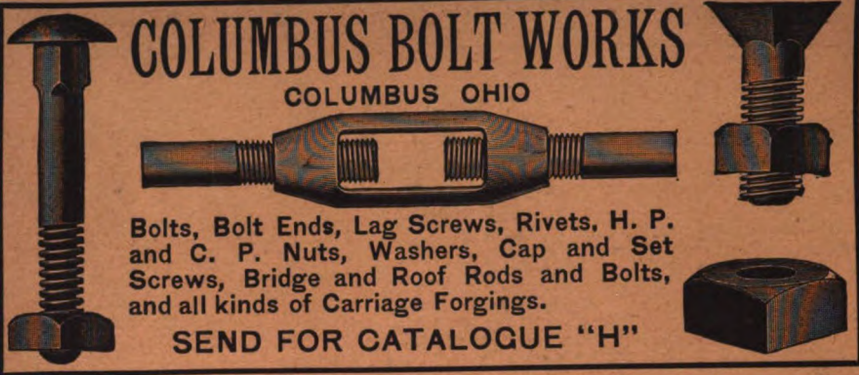
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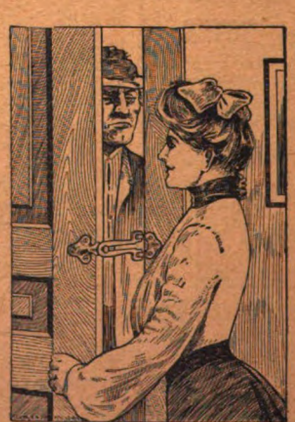
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JUNE 28 1904

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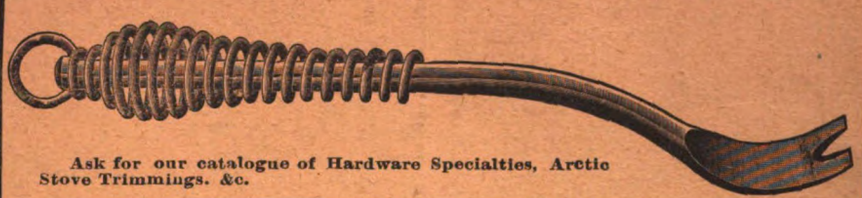
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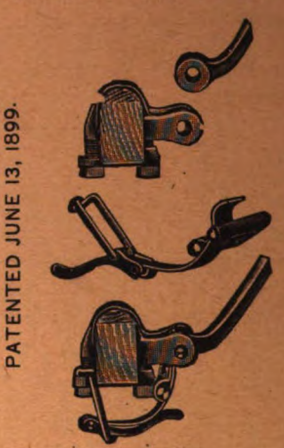
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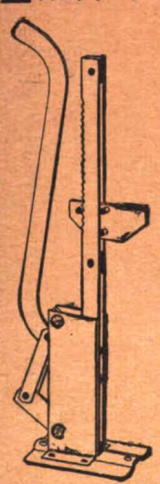
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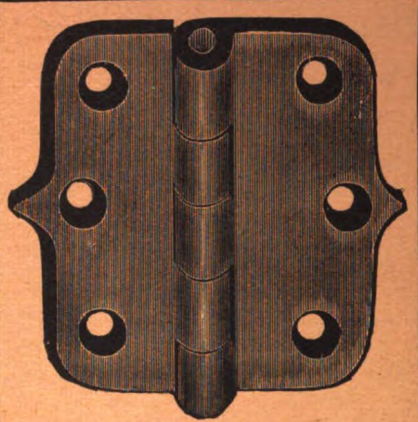


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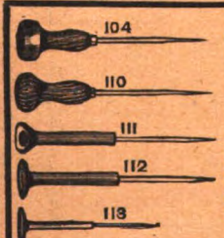


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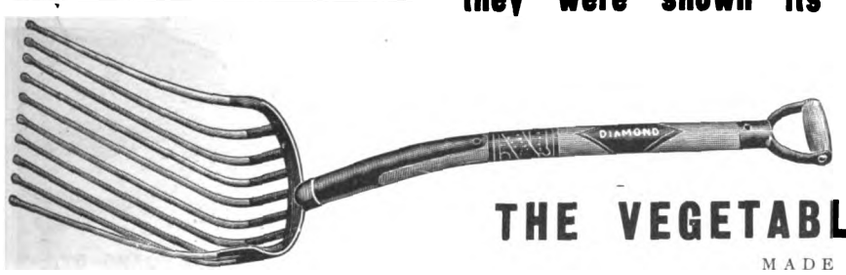
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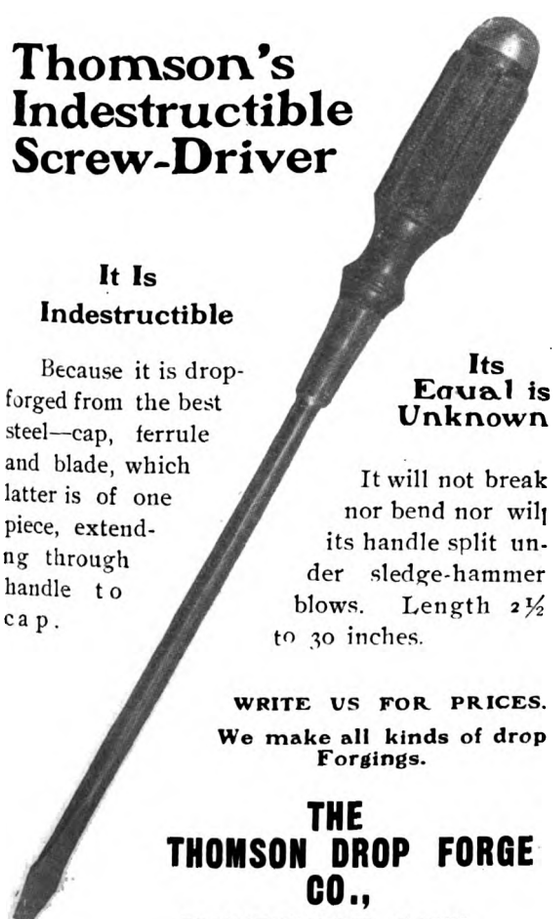
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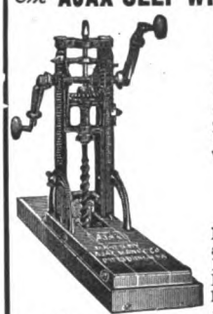
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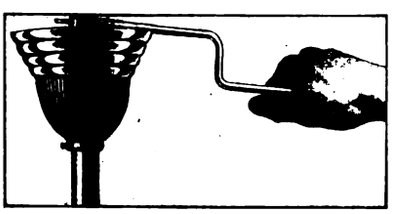
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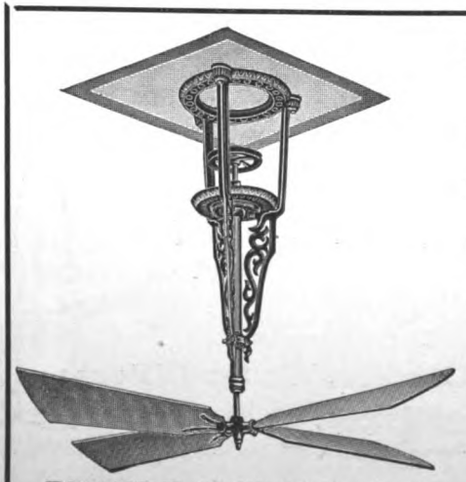
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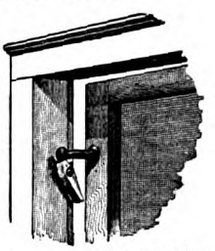
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All First Class Metal Houses
in the country

DISTRICT SALES AGENTS:

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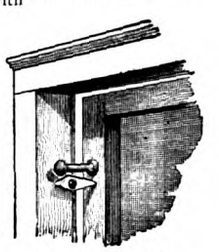
Why Be Annoyed

by slambing, banging screen doors?



Door closing tips up rubber bumper.

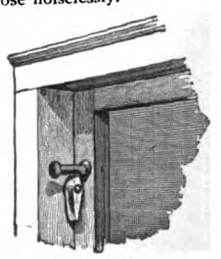
Be comfortable. Stop the noise by equipping your screen doors with



Rebounds slightly.

The Dime Screen Door Check.

It causes the Screen Door to close noiselessly.



Silently closes.

Hardware Dealers!

NOW is a good time to put in a stock of them. Send at once for circular and prices.
Mention HARDWARE.

Caldwell Mfg. Co.
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WHY IS THE



O. K. THE BEST ROTARY WASHING MACHINE?

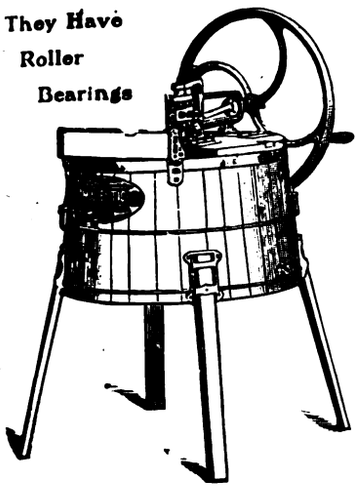
—BECAUSE—

1.—It is the only Rotary washer that has **Revolving Steel Ball Gearing**, reducing **the friction** and thus making machine **so light running** and almost **noiseless.**
2.—The tub is made of **Louisiana Red Cypress Lumber, cherry finish**; the legs are **solid with tub** (not removable, breakable legs fastened with screws).
3.—The wheel turns right or left, pin wheel or dasher **reverses automatically**, turning the clothes back and forth through the hot soap-suds, and cleaning them **without rubbing** them to pieces.
4.—This washer is made by **experienced mechanics**, and will out-last any other washer on the market.
5.—The tub has a wringer box fastened with steel brackets.
6.—The lid on the tub closes tight, **no escape of steam.**

Manufactured by H. F. BRAMMER MFG. CO.,
DAVENPORT, IOWA.

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They Have Roller Bearings



Tubs are made of Virginia White Cedar

MAJESTIC
Rotary Washing Machines
Are Made UPON HONOR
Richmond Cedar Works,

MANUFACTURERS OF

WOODEN WARE,

Richmond, Virginia, U. S. A.

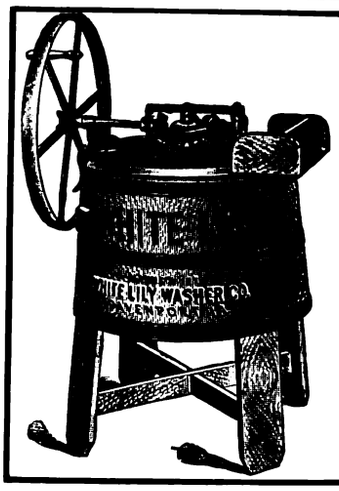
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Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

The Russell Jennings Mfg. Co., Deep River, Conn.

HAND ELEVATORS
FOR HARDWARE TRADE.
Send for catalogue.
THE STORM MANUFACTURING CO.,
NEWARK, N. J.
DUMB WAITERS



LET THE
WHITE LILY
DO THE WORK

SECURE THE AGENCY FOR THE

White Lily Washing Machine

It is the Best Seller on the Market.

HIGH SPEED HANDSOME FINISH LIGHT RUNNING AND GUARANTEED

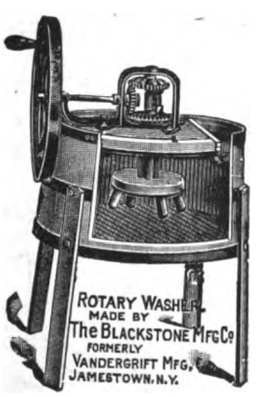
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TOLEDO, OHIO. DAVENPORT, IOWA.

"White Lily Washers wash lily white."

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Rotary Washer

Form rly Vandergrift Rotary.

The **Blackstone** is built of the very best material. Operation is perfect. Satisfies the user because it washes fabrics, from the coarsest to the finest in less time with less labor than other washers.

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If you are anxious to build up a business in Washing Machines, handle the Blackstone Rotary Washer.

It works both ways, forwards and backwards, and is supplied with our new patent device for fastening legs on with bolts instead of with screws and brackets.

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Jamestown, N. Y., U. S. A.

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Experience has taught the shrewd Hardwareman where he can secure the best

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for his money: None other than White's.

If you will give our Edge Tools a trial we are positive you will want nothing better.

We've been in the business

Seventy-Five Years

L. & I. J. White Co.

BUFFALO, N. Y.



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Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

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We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

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MAKE ANY GOOD SERVANT BETTER

because they relieve the servant of the most disagreeable feature of an important household duty.

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UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

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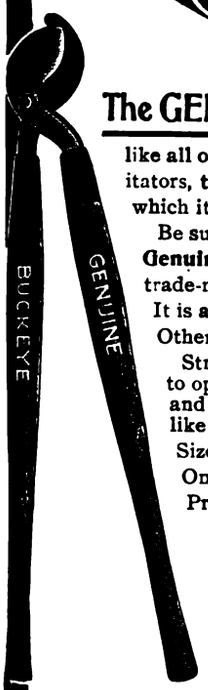
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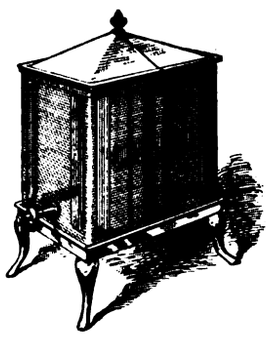
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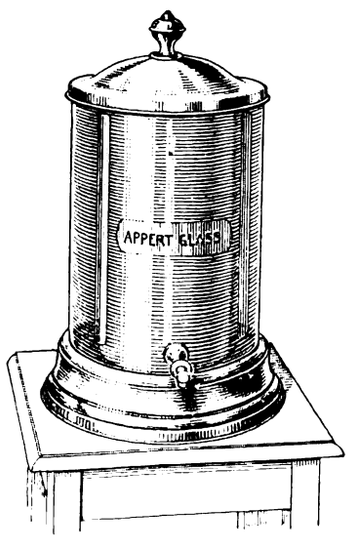
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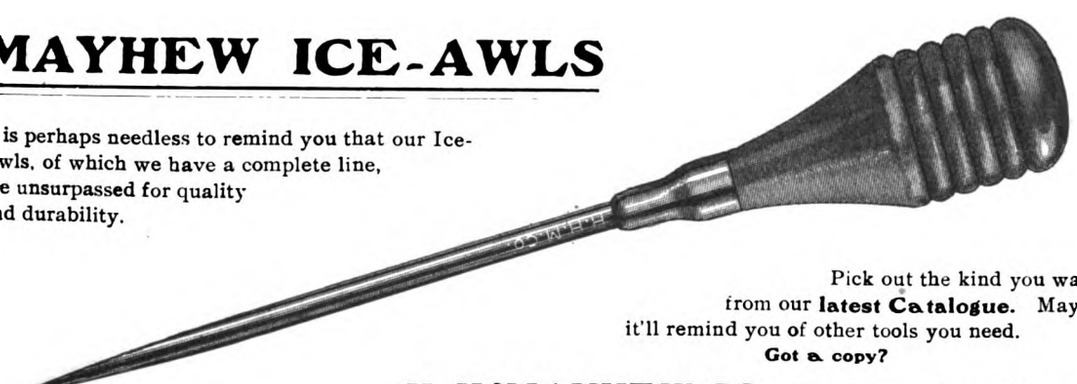
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Gives Positive Protection Against Tramps, Peddlers, Etc.

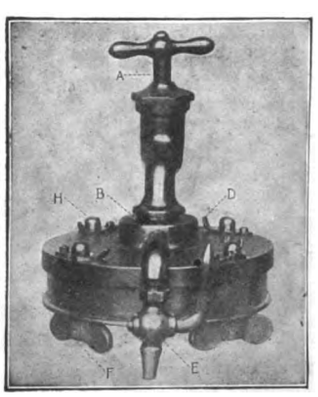
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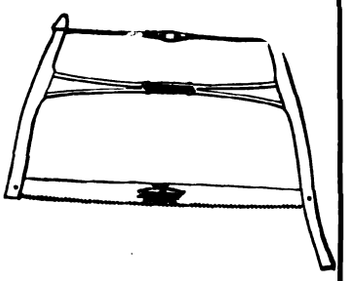
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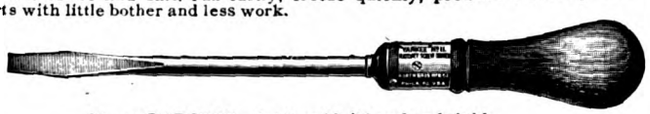
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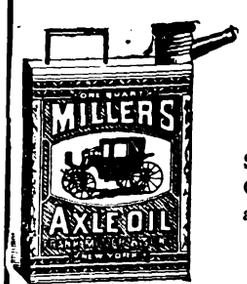
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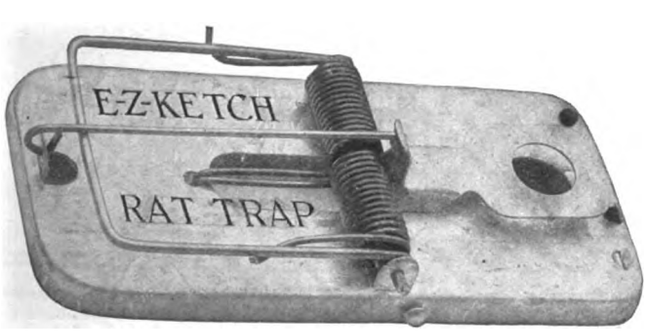
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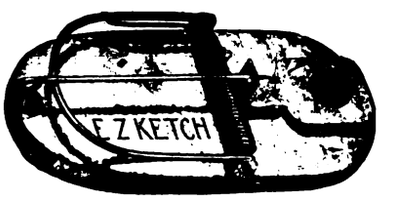
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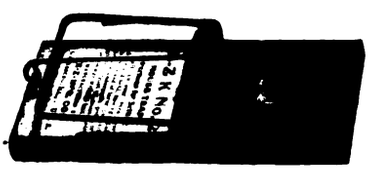
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E-Z to Ketch
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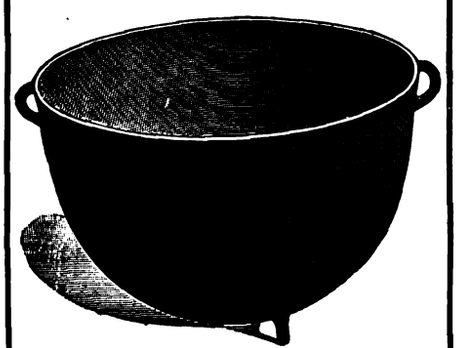
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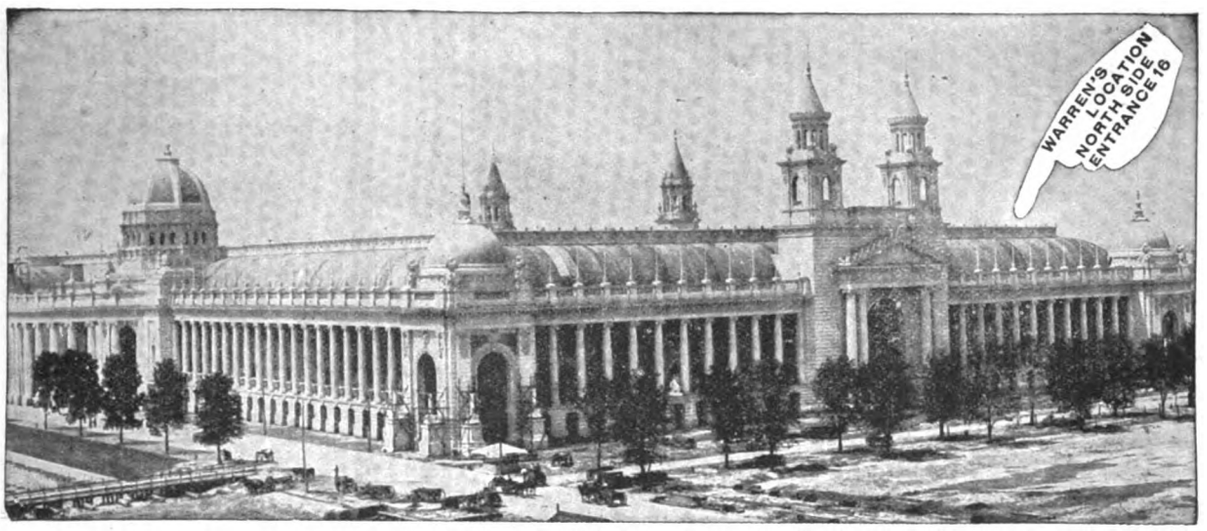
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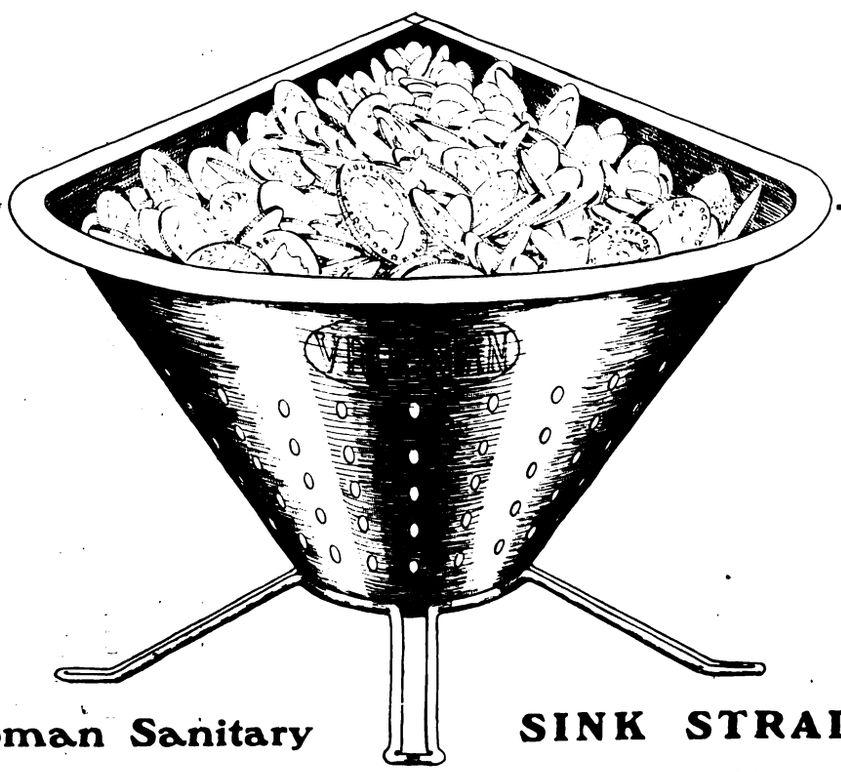
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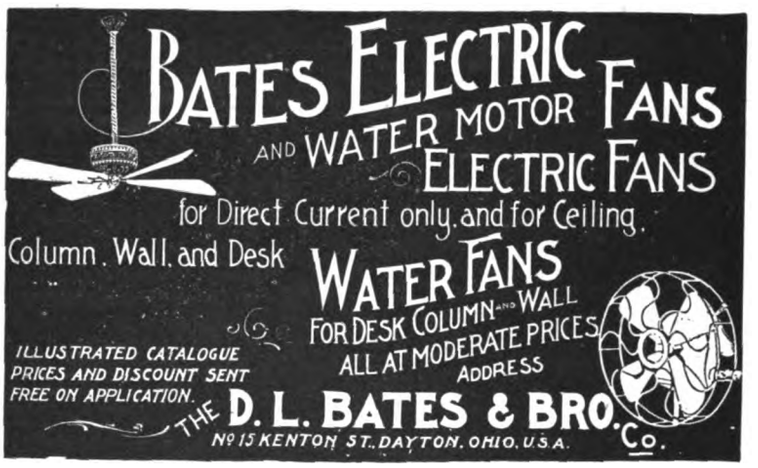


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ROCKFORD, ILLS.

DIXON'S GRAPHITE

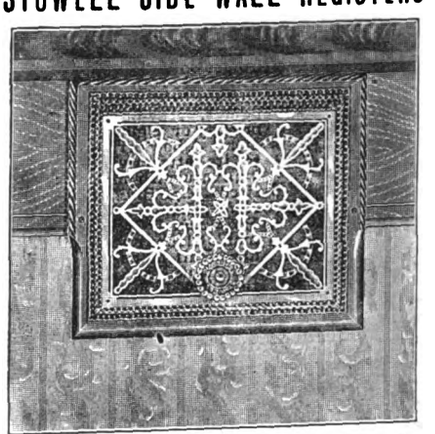
FOR THE HARDWARE TRADE

Lubricating Graphite
Graphite Greases
Graphite Axle Grease
Automobile Lubricants
Pipe Joint Compound
Stove Cement
Carpenters' Pencils
Lumber Pencils

Send for Production Catalogue and Price Lists

Joseph Dixon Crucible Co., Jersey City, N. J.

STOWELL SIDE WALL REGISTERS



Handsome Design, Easily Operated, Saves Cutting of Floors and Carpets.

Also Complete Line of
Floor Registers, Ventilators, Stove Pipe Registers and Ash Pit Doors.

SEND FOR CATALOGUE NO. 2

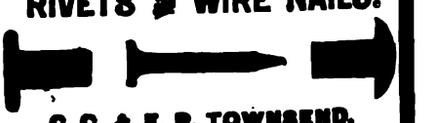
STOWELL MFG. & FDRY. CO.,
SOUTH MILWAUKEE, WIS.

PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
No E 90 AS SHOWN 24 LBS.
No T 90 WITH TIN SCOOP.
No 92½ BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES CHICAGO.



WINTERTON METAL POLISH
FOUR GRADES.
One for Old Brass,
One for Hot Brass,
One for Bright Iron,
Also Liquid Polish.
W. W. CALLERY & CO.,
PITTSBURG, PA.

RIVETS and WIRE NAILS.



C. C. & E. P. TOWNSEND,
New Brighton, Penn.

Screen Doors

Window Screens, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.

THE A. J. PHILLIPS CO.
FENTON, MICH.

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A $2 Advertising Course

Learn to Earn $20 to $100 Weekly.

I am making a remarkable offer to business men who want to improve their own advertising, and to those who want to learn a congenial and very profitable profession, but are not convinced of their ability to succeed at it, or who are not sure which course to take.

Send me $2 and I will give you four weeks' trial instruction. That will show you just how good my course is, and how valuable it may be to you.

If you decide to continue, and I believe you will, the $2 will be credited to your account.

I **wouldn't** make this offer unless I honestly meant to help you.

I **couldn't** make it unless I really did do for my students the things I promise.

I am a specialist in advertising.

For seventeen years I have been building business for some of the largest advertisers in the world. Regal Shoes, Heinz Pickles, Studebaker Wagons, Jenkinson Stogies, R & G Corsets, and a host of others have been numbered among my clients.

My course is practical not only because it is based on my wide experience, but also because it is backed up by an actual advertising business.

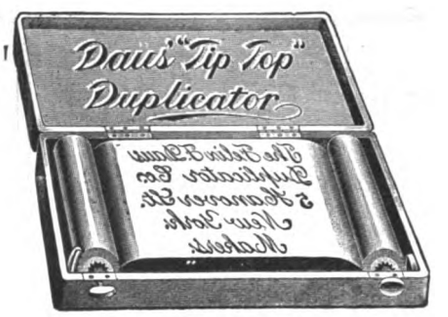
Look up the rating of the Bates Advertising Company, and then send $2. Anyway send stamp for my handsome 66-page prospectus.

CHARLES AUSTIN BATES,

28 Spruce St., N. Y. City.

$5. BUYS IT

¶ With **Daus's "Tip-Top"** Duplicator you can make from 50-100 pen or typewritten copies from one original. A ten days' trial—no deposit required—will convince you of its merits. Shall we send it?



¶ It's simple in construction. Requires neither press, washing nor inking. Thousands used. $5 net buys the complete No. 1. Send for circular. Mention HARDWARE.

FELIX H. DAUS DUPLICATOR CO.
Daus Building, 111 John St., New York, U. S. A.

CLIMBING



ATLAS Extension Ladder

In Profits

Is quickly attained by handling our complete line of the best quality of

Wooden Novelties and House Furnishing Specialties.

Our Atlas Extension Ladder is made of Norway Pine, with Hickory Rungs, securely fastened.

Safety Cross-Bars are of Wrought Iron; Rollers and the Self-Acting Hooks of the Best Malleable Iron.

Made in two sections; 20-44 feet. Length of either section made to order.

SEND FOR CATALOGUE.

The Udell Works

INDIANAPOLIS, IND.

W. A. STOKES & CO.
30 WARREN ST. NEW YORK.

"Eclipse" and "St. Louis" STANDS and LASTS;

Positively the best on the market.

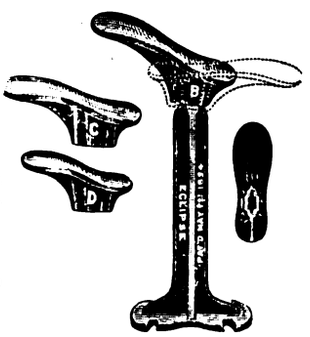
Well Wheels, Hay Fork Pulleys, Tuyere Irons.

Write for Catalogue.

JOHN C. KUPFERLE,

St. Louis,

ESTABLISHED 1857.





NO. 7

The Naiad Filters

FOR

Home, School, Hotel, Hospital, Etc.

New in Principle. Continuously Germ-Proof and Efficient. Abstracts Organic and Mineral Impurities. A SCIENTIFIC FILTER.

BETTER

Than "The Old Oaken Bucket,"
Than 'Spring Waters,"
Than a Still,
Than any other Filter.

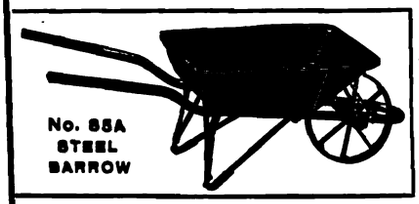
WHY?

Write for Reasons.
Write for Prices.
Write for Booklet D if you want to know all about Filters and Filtration.

THE NAIAD FILTER CO., Sudbury Bldg., Boston, Mass.

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SYRACUSE CHILLED PLOW CO., SYRACUSE, N. Y., U. S. A.



No. 88A STEEL BARROW

Manufacture the Largest Line of

WOOD and STEEL WHEELBARROWS,
CONTRACTORS' PLOWS,
DRAG AND WHEEL SCRAPERS,
HAND CARTS,
STORE and WAREHOUSE TRUCKS,
STEEL SKIPS.

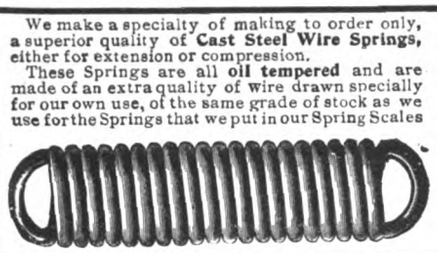
BEFORE PLACING YOUR ORDER SEND FOR No. 11 J. CATALOGUE AND PRICES.

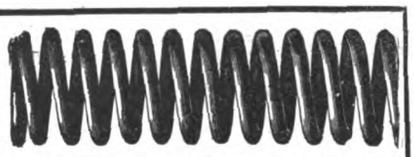
BOARDMAN'S

SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT
TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE
ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

THIS IS THE **"PULLMAN"** TROUSER AND SKIRT HANGER

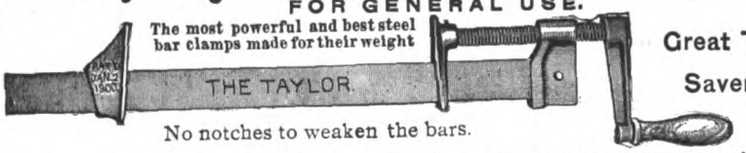


Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y

The Taylor Quick Adjusting Self Locking Clamp

FOR GENERAL USE.

The most powerful and best steel bar clamps made for their weight



Great Time Savers.

No notches to weaken the bars.

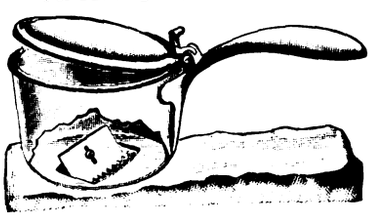
Continuous use by concerns who need superior quality, have proven these clamps to withstand the most severe tests and have been given preference over all others.

Send for booklet and learn more about them. JAMES L. TAYLOR, Newark, N. J.

STANDARD FOR QUALITY "ENTERPRISE"

ICE SHREDDERS

For Shaving Ice, Coarse or Fine.



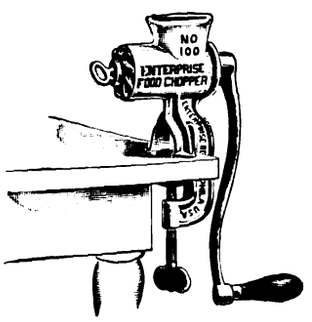
	Per Doz.
No. 33, Tinned, -	$6.00
No. 34, Nickeled, -	15.00

LAWN SPRINKLER



No. 1, - - $3.50

FOOD CHOPPERS



No. 100, - $1.50
No. 300 - 2.25

Rapid Grinding and Pulverizing Mills

45 Sizes and Styles for Hand, Steam and Electric Power.



No. 2, - $3.75

CHERRY STONERS

5 Sizes and Styles, Tinned or Japanned



No. 1, - $7.50 per Doz.

ORDER THROUGH YOUR JOBBER. CATALOGUE MAILED FREE.

THE ENTERPRISE MFG. CO. OF PA., PHILADELPHIA, U. S. A.

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Wear and Tear

in Horse Nails has been reduced to a minimum in

The New Putnam Horse Nails.

WHY? Because they are made by a newly patented process which increases the natural strength of the iron.

The Highest Test

for tensil strength, elongation and elastic limit was stood by The New Putnam Horse Nails.

Wherever tried they have given entire satisfaction.

They will sell and stay sold. **We have a Special offer.** Write us.

Putnam Nail Co.
Neponset, Boston,
Mass.

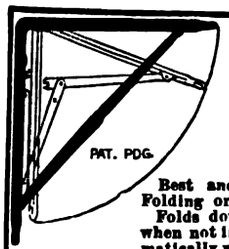
RECORD BREAKERS

In price and quality are these goods. They retail at 10 cents each, and yet they are as good and be ter than many sold at a higher price. Handles are black enameled. Bevel is nickel plated. Jobbers—Do you want discounts? Drop us a line.

Mention HARDWARE.



Oozer Mfg. Co.
136 Railroad Avenue, JERSEY CITY, N. J.



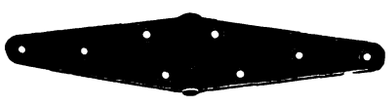
GRIFFIN'S FOLDING BRACKET

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.

GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
Erie, Pennsylvania.

Improved Natural Stone Germ Proof Water Filters

Every Filter guaranteed perfect and absolutely germ-proof.

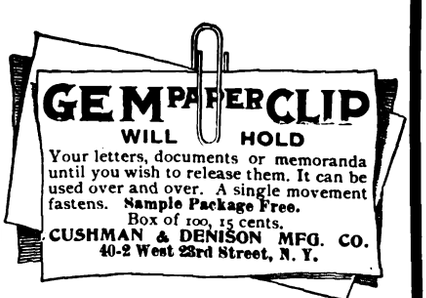
Display Card with every shipment.

Send for prices and discounts.

We manufacture Sanitary Stone ware of every description.



Fulper Pottery Co. Flemington, N. J.



GEM PAPER CLIP
WILL HOLD

Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. **Sample Package Free.**
Box of 100, 15 cents.
CUSHMAN & DENISON MFG. CO.
40-2 West 23rd Street, N. Y.

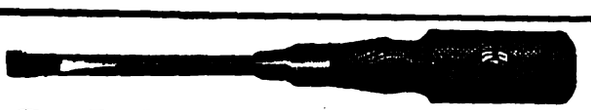
Our Catalogue is "Our Drummer."

It lists the largest line of general merchandise in the world, and is of special interest to hardware dealers. Its prices cannot be duplicated by any other house. It is free to any hardware merchant. Ask for catalogue CC461. : : : : :

BUTLER BROTHERS,
NEW YORK. CHICAGO. ST. LOUIS.

KNIVES.

Shoe, Butcher and Kitchen Cutlery, Carpenters' Drawing Knives, Screw Drivers, etc.



Send for Illustrated Catalogue of Full Line.

C. J. KIMBALL CO. **BENNINGTON, N. H. U. S. A.**

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Ideal Combination Try Square

For Carpenters, Mechanics and Pattern Makers.

One of the Most Useful Articles Ever Placed on the Market.

This Square is designed to meet the requirements of those who wish a popular priced accurate tool. It is graduated to 32ds of an inch, on all edges of both sides, and therefore enables one to take measurements in any position the square is placed and permits the user to secure Bevel Cuts, a feature which cannot be accomplished with any other Try Square.

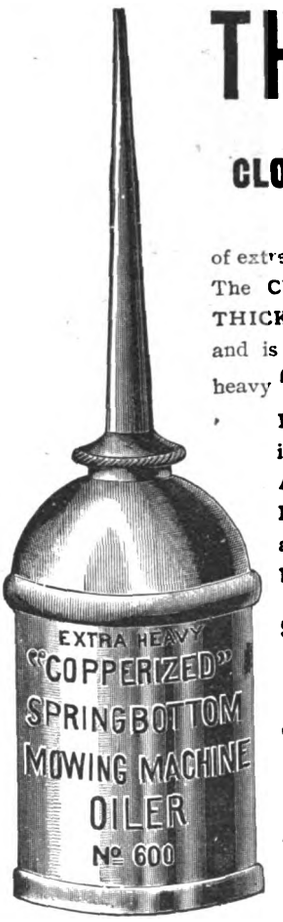
Made in Two Sizes, 4 & 6 in. Blade.

Write us for Prices and full Particulars.

MANUFACTURED BY

THE SMITH & EGGE MFG. CO.

BRIDGEPORT, CONN.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

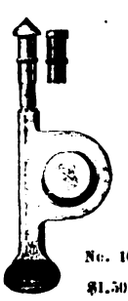
The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

STARRETT TOOLS

SPEED INDICATORS







STARRETT QUALITY

CATALOGUE NO. 17 T TELLS ABOUT THEM, AND THE LARGEST LINE OF SMALL TOOLS FOR MECHANICS

The Catalogue is free.

The **L. S. Starrett Co.**

ATHOL, MASS., U. S. A.



WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

We are indebted to Henry Disston & Sons, Inc., Philadelphia, Pa., for one of the handsomely blued saw edge paper cutters which they were distributing among the Southern Hardware Jobbers at the Atlanta Convention. Accompanying this acceptable souvenir is a card of instruction that says: "In using the saw edge of paper cutter, lay the bevelled edge next to paper and hold the cutter inclined at an angle of about thirty degrees. Put a slight pressure on the edge of cutter, and with a quick upward pull on the paper the toothed edge will be reproduced."

♣

Under the head of "A Boquet from Indiana," the Minnesota Retail Hardware Dealers' Mutual Insurance Company are sending out a leaflet from which we take the following letter:

NEWBERRY, IND., May 10, '04.

M. S. Mathews, Secretary, Retail Hardware Dealers' M. Fire Ins. Company, Minneapolis, Minn.

DEAR SIR: Your draft for $1,485 came to-day. Please accept my thanks for your promptness. There were three other stores burned out at the same time. The proprietors expressed their sympathy for me, as I was the heaviest loser, and at the same time expressed their apprehensions that my insurance was not "solid" and that I might not get the money. Of course theirs was O. K., being in old line companies. Well, their losses have not been adjusted yet; surely the "proof of the pudding," etc.

Hoping for your success and thanking you again for your promptness and courtesy, I remain,

Yours truly, (Signed) ED. SCOTT.

No more convincing testimony can be given to show that Hardware mutual insurance as conducted by the Minnesota company certainly leads them all.

♣

The Hardware Dealers' Mutual Fire Insurance Company of Wisconsin, which was organized by members of the Wisconsin Retail Hardware Dealers' Association, have very successfully solicited the insurance of the Association's members and others. C. A. Peck, secretary, Berline, Wis., states that from April 8th to May 22d $100,000 insurance has been written. The company are prepared to write policies for from $500 to $3,000.

HARDWARE PRICES IN THE SIXTIES.

No better idea can be obtained of the "war prices" at which Hardware was sold in the Sixties than by perusing an invoice of Hardware sold at that time and comparing it with quotations of similar goods that obtain to-day. In a bill sold by a New Orleans Importing House to the predecessors of the William Henry and R. E. Bell Co., Fort Worth, Texas, and which they have had reproduced in fac simile, we find the following, among others: Band Saw Files, 3 and 4½ inch, at $1.25 and $2.25 per dozen; Pegging Awls, $2 a gross; English Butcher Knives, $3.50 a dozen; Padlocks, $3.25 a dozen; Fast Butts, 4-inch, $2.50 a dozen; 1½-inch No. 13 Screws, $1.10 a gross; Horseshoes, $12 per keg of 100 pounds; Nails, 4 and 10 penny, $8 per keg; Wood Cards, $8 per dozen. The date of invoice was October 4th, 1866, and amounted to $293.68.

WINNIPEG FAIR.

The Domininon of Canada exhibition, otherwise known as the Winnipeg Fair, will be opened on July 24 and continue till August 6 next. The Dominion government has granted the sum of $50,000 to assist in making the fair a success. All applications or requests for information must be directed to Exhibition Department of the Canadian Manufacturers' Association, Toronto, Ontario. Foreign exhibits are invited and foreign exhibitors will be accorded the same benefits, power for processes of manufacturing, exhibiting, etc., as are granted to Canadian manufacturers.

REDUCED RATES FOR FALL BUYERS.

The Merchants' Association of New York announces that the merchants reduced rates to this city for the Fall buying season have been granted. The usual special rate—a fare and one-third for the round trip—will be operative from Central Passenger Association territory on July 30-August 3 inclusive, and August 24-27 inclusive, with a thiry-day return limit, and from the Trunk Line Association section on August 20-24 inclusive, and September 3-7 inclusive, with a fifteen-day return limit.

Expressed succinctly, the first-named territory extends from the Mississippi River eastward to Buffalo, N. Y., Pittsburgh, Pa., Wheeling and Parkersburg, W. Va., south to the Ohio River, including the cities of Chicago, St. Louis, and Louisville, while the Trunk Line Association rate will apply from the States of New York, Pennsylvania, Maryland, District of Columbia, and portions of New Jersey, West Virginia and Virginia.

Eastern and Central connections having accorded the concessions noted above, The Merchants' Association of New York will now actively push for a favorable vote on its application to the Southwestern Passenger Bureau, which has jurisdiction over the roads in Texas, Indian and Oklahoma Territories, and in Missouri south of the Missouri River. The dates suggested for this territory are those which have been favorably passed upon by the Central Passenger Association, with a similar return limit.

To counteract the general business apathy usually existing during the season preceding a Presidential election, the Association intends to very extensively advertise the rates and issue literature urging merchants to come to market and showing the advantages offered to the retailer by this trade center.

AMERICAN GOODS WANTED IN ABYSSINIA.

I am in receipt of a letter from Goolamally M. Mohamedally & Co., of Harrar, Abyssinia, stating that they are now buying boots, shoes, saddlery, rifles, revolvers and swords, camp furniture, jams, pickles, biscuits, candy, table salt, corrugated sheet iron, round iron disks, wire nails, wrought iron nails, sheet tin, and screws from England; enameled iron ware, glass ware, perfumery, knives, and beads from Germany. They request me to have sent to them immediately prices and information in regard to these articles. Prices should be quoted c. i. f. Djibouti, French Somaliland. I have a very similar letter from Ohannes Assadourian, Addis-Ababa, Abyssinia. Mr. Assadourian is particularly interested in guns, and suggests that rifles of the United States regular army type "might become an article of commerce in a large way." Both of the houses above mentioned have excellent financial standing.—*Robert P. Skinner, Consul-General, Marseilles, France, May* 18, 1904.

A NEW HORSESHOE.

It is reported that Captain Fitz Egger and Mr. Alfred Baumgartner, of Soleure, Swtizerland, have brought out a horseshoe in Switzerland which is attached to the hoof by means of metallic bands, instead of being nailed to it. Experiments with the invention are said to have given good results. A horse has been ridden shod by this system, and afterwards, the same animal shod in the ordinary way, driven from Soleure to Berne, and it was found that the animal was less fatigued on arriving at its destination under the new system. The Swiss Government have appointed a Commission to carry on further experiments, with a view of the adoption of the invention by the Swiss cavalry.

GRAPHITE BRUSHES.

Imperfect commutation and its accompanying sparking is an evil that never grows anything but worse. Copper brushes are much more prone to cause this than carbon, and carbon than graphite, simply because graphite brushes offer a higher resistance to self-induced, back currents in the coils, at the moment of commutation.

If graphite brushes are made of pure material and have sufficient contact area, they will reduce sparking to its minimum, and will entirely stop any increase due to increasing roughness of wearing segments.

Graphite, from its peculiar nature, puts a smooth surface and high polish on the commutator without the employment of lubricants or "compounds," and will not cause appreciable wear, even after long periods of steady use.

In our engine-room is a 100 K. W. unit that has run steadily for three years at 250 R. P. M., and ten hours a day, and its commutator is glassy-smooth, cool, and the wear scarcely detectable after this steady service.

The greatly increased and rapidly increasing sales of Dixon's Graphite Brushes bear strong witness to their superiority, on every count, to the cheaper, gritty carbon so recently thought indispensable.—G. P. H., in *Graphite.*

OBITUARY.

A. J. Phillips Co., Fenton, Mich., announce the death of the founder of the company and father of its officers, Andrew J. Phillips, who departed this life Tuesday, June 14th, aged 66.

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HARDWARE

VOL. XXVIII. JUNE 25, 1904. NO. 6

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address. Always give both your old and new address when you ask us to change your address.

The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

HARDWARE PUBLISHING CO.,

309 Broadway New York.

TELEPHONE, 2704 FRANKLIN

CHICAGO OFFICE: 1164 Monadnock Block
Telephone: 2945 Harrison
C. H. GREENE, Representative

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. EUGENE BOLLES, - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The reports of the present business being done in the sections heard from are not of the most encouraging character as far as general traffic is concerned, the hot weather necessities being the only goods seemingly in steady demand. Nothing but sanguine views, however, are expressed regarding the Fall business anticipated by the entire trade; and while conservative views prevail in regard to heaping up stock, the demand will not fail in providing the best of reasons why stocks of goods should be kept up in order to fill orders promptly for ascertained wants in regular supplies.

The prevailing condition of the crops are of a character to back up the estimated volume of the Fall business; all of the reports seem to bear evidence of the continuance of the agricultural prosperity which has prevailed for several years past. The largely increased population and high prices of the products, have encouraged the placing of a greatly extended area of production under cultivation, and there is but little doubt, unless some unforseen calamity shall shake our confidence, but what the business during the remainder of the year, while in no sense phenomenal, will sustain in volume the expectations of the not too sanguine dealer whether Jobber or Retailer.

Radical changes in prices are not notable occurrences, but few concessions are obtainable even on slowly moving commodities, and but few are apprehended other than on goods close to the raw material, as the price on the labor in the specialties now on the market is not apt to fluctuate downward from any recession of the demands of the cohorts of labor, who have obtained advantages through united organization they will undoubtedly retain.

The absence of all speculative feeling on the part of the multitude of buyers, engendered by the lateness of so much of the Spring trade and the fact that during the Fall months the active canvass on the part of the voters will absorb some of the ceaseless energy of our citizens observable every four years, will prove a factor in the trend of business activity that must be considered.

The agitation in trade circles concerning the inroads made upon the sales of the Hardware retailers by the active canvass made by Catalogue houses, deserves all of the consideration that has been given it by the assembled wisdom at our conventions of late, especially those held at Atlanta. It behooves the Jobber to give more of hope and encouragement as well as sustained support to the retail element in our industry, as otherwise his own existence may be imperiled. When catalogue houses and jobbers are placed on a par by the manufacturer, when quantity alone dictates the possible price at which goods may be purchased, it places the retailer between two extremes which bode no good to a profitable outcome, unless the Jobber divides his own profits to beat out the Catalogue competitor, and even then it may be an uphill fight for the dealer who sells the consumer. Up to the present time it has been but natural for the manufacturer not to decline accepting the large orders usually given by Catalogue distributors, the fear being always too pronounced that if he does not take them, the next manufacturer may not be so scrupulous.

GREAT GROWTH OF EXPORTS OF AGRICULTURAL IMPLEMENTS.

Exports of agricultural implements from the United States in the fiscal year about to end will amount to about twenty-five million dollars in value. This is an increase of about four millions over last year and about nine millions over the preceding year. In no class of manufactures exported has the growth been more steady and persistent than in that of agricultural implements.

The earliest year in which the value of agricultural implements exported was of sufficient importance to justify a separate statement was 1864. In that year the total value of agricultural implements exported was $611,152. In 1870 the total was one million dollars, speaking in round figures; in 1880, two and a quarter millions; in 1890, three and three-quarter millions; in 1895, five and a-half millions; in 1900, sixteen millions; in 1902, sixteen and a-quarter millions; in 1903, twenty-one millions, and in 1904, as above indicated, is likely to reach about twenty-five millions. Comparing this year's exports with those of a decade earlier, the figures in 1904 are practically five times as great as in 1894, the total for 1894 being $5,027,915.

Comparing the growth in exports of agricultural implements with that in other articles during the same period, it may be said that cars and carriages have increased from three and one-third million dollars in 1894 to a probable twelve millions in 1904; chemicals, from nearly seven and a-half millions in 1894 to a probable twelve millions in 1904; chemicals from nearly seven and a half millions in 1894 to a probable fourteen and a-half millions in 1904; scientific instruments, from one and a-half millions in 1894 to eight millions in 1904; and manufactures of leather, from fourteen millions in 1894 to approximately thirty-three millions in 1904, while agricultural implements have increased from five million dollars in 1894 to a probable twenty-five millions in 1904.

The principal foreign markets for American agricultural implements are shown in a table just prepared by the Department of Commerce and Labor through its Bureau of Statistics. It shows that of the nineteen million dollars' worth of agricultural implements exported from the United States during the ten months for which detailed figures are available, nearly ten millions went to Europe, four millions to South America, three millions to North America, one and a-half millions to Asia and Oceania, and a little over a half million dollars' worth to Africa.

Considering the exports by specific countries, Argentina is, in

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1904, the largest customer, the exports thereto in the ten months of 1904 being $3,592,010, against two and a half millions in the same months of the preceding year and one and two-third millions in the corresponding months of 1902. Next in magnitude is Russia, our exports to that country in the ten months ending with April, 1904, being valued at $3,133,442, a decrease of about $300,000 as compared with the corresponding period of last year. France stands third, the exports of agricultural implements to that country in the ten months under consideration being $2,513,061, an increase of nearly a half million dollars over the same months of 1903. The other countries to which the exports of agricultural implements reached a total of one million or upwards in the ten-months period are, in the order named: United Kingdom, $1,383,978; Germany, $1,245,233; and British Australasia, $1,226,271; each of these countries showing a substantial increase over the exportations of last year.

Mowers and reapers contribute about one-half of the total exportations of agricultural implements from the United States, while plows and cultivators supply about one-sixth of the total, the remainder being made up of miscellaneous tools and implements grouped under the general term "All other agricultural implements and parts of." Exports of mowers and reapers have steadily increased, having grown from $2,372,938 in 1892 to $8,818,370 in 1902, $10,326,641 in 1903, and in the fiscal year 1904 will amount to about thirteen million dollars. Exports of plows and cultivators have also rapidly increased, having grown from $397,735 in value in 1892 to $2,791,092 in 1902 and $3,169,961 in 1903, and will be fully three and a half millions during the present year. Other agricultural implements have increased from $1,024,310 in 1892 to $4,677,278 in 1902, $7,510,020 in 1903, and a probable eight and a half millions in 1904.

The following table shows the exports of agricultural implements at quinquennial periods from 1864 to 1894 and annually from 1894 to 1904:

Year ending June 30.	Value.	Year ending June 30.	Value.
1864	$611,652	1897	$5,240,686
1869	1,037,530	1898	7,609,632
1874	3,089,753	1899	12,432,197
1879	2,933,388	1900	16,099,149
1884	3,442,767	1901	16,313,434
1889	3,623,769	1902	16,286,740
1894	5,027,915	1903	21,006,622
1895	5,413,075	1904*a*	25,000,000
1896	5,176,775		

*a*May and June estimated.

The following table shows the exports of agricultural implements, by countries, in the ten months ending with April, 1903 and 1904, respectively:

Articles and countries.	Ten months ending April 1903.	1904.
Mowers and reapers, and parts of	$7,807,409	$9,502,619
Plows and cultivators, and parts of	2,634,013	3,030,802
All other, and parts of	6,317,608	6,467,849
Total	$16,759,030	$19,001,270
Exported to—		
United Kingdom	$847,817	$1,383,978
Belgium	122,888	179,919
France	2,107,155	2,513,061
Germany	1,088,847	1,245,233
Italy	137,706	116,796
Netherlands	142,735	189,326
Russia*a*		3,133,442
Other Europe	4,133,769	1,106,315
British North America	3,085,100	2,567,219
Central American States and British Honduras	37,514	9,014
Mexico	285,726	316,886
Cuba	34,774	84,663
Other West Indies and Bermuda	5,906	9,279
Argentina	2,525,261	3,592,010
Brazil	27,745	39,130
Chile	148,655	227,354
Colombia	3,268	2,311
Venezuela	1,242	1,025
Other South America	142,458	199,230
British East Indies	22,909	53,553
British Australasia	862,292	1,226,271
Philippine Islands	3,466	26,986
Other Asia and Oceania	151,439	99,389
British Africa	769,412	584,644
All other Africa	70,866	94,236
Other countries	80	
Total	$16,759,030	$19,001,270

a Included in "Other Europe" prior to January 1, 1903.

THE PHILIPPINE GOVERNMENT EXPOSITION AT THE WORLD'S FAIR AT ST. LOUIS.

One of the most interesting educational exhibits shown at the St. Louis Exposition is that of the Philippine Exposition, which under the auspices of the United States Government was organized to show what has been done, and what is being done on the islands, and the visitors to the Exposition should not fail in giving it close and earnest attention in its every department.

It is the largest single exhibit at the Fair, with a complete organization of its own, including a department of publicity. They have now under way a special press building, equipped with desks, telephones, etc., which are at the service of the public. The Philippine Exposition combines a scientific interest for students of poltics, civilization, economics and ethnology with popular features which surpass in vital human interest any of the Oriental groups shown in other parts of the grounds.

It shows the grades in civilization from the diminutive Negrito, who is only a step removed from the "missing link," through the dog-eating and head-hunting Bontoc, and the Moro, who is now causing most of the trouble in the Islands, to the Scout, who is a regular in the United States army, and the Visayan, who weaves fabrics of great beauty. One has only to visit these natives and watch their tribal dances, to study the men and women at work, or witness a dog-feast, to realize their primitive character, and then to pass on to the constabulary—the beginning of the army of the Philippines—representatives of many tribes hostile to each other, but brought together and harmonized by the uniform they wear and the flag they salute.

FILIPINO COMMISSIONERS VISIT BRIDGEPORT.

The manufacturers of Bridgeport, Conn., entertained the Honorary Board of Filipino Commissioners to the Louisiana Purchase Exposition, Saturday and Sunday, 18th and 19th inst., the whole city took part in giving its honored guests a perfect conception of its industrial resources and also included an adequate idea of New England hospitality. The most important feature of the visit was an exposition of the manufactured products of Bridgeport's factories. The exhibitors had only a short notice of this, but between Monday, 13th, and Saturday they arranged for an exposition worthy of their enterprise, and which gave their guests an excellent impression of what Bridgeport means in the industrial world. The whole affair was arranged by the Bridgeport Board of Trade, under the immediate direction of President Fred. Enos.

NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

The June meeting of the Executive Committee of the New Engalnd Hardware Dealers' Association was held at the Boston Merchants' Association Rooms, Tuesday, June 14th, with Vice-President Hunter presiding.

The routine business included the election of nine new members. It was urged that all retail Hardware men in New England become members, and that the trade press be asked to help spread the invitation.

An interesting discussion of the Catalogue House question brought out many facts which will, doubtless, soon annoy many New England dealers, unless action be taken. With such a move in view, the Secretary was instructed to take note of all information on the subject and report same at annual meeting for action.

The work of the National Hardware Dealers' Association was outlined and commented upon and discussed with favor, and it is quite probable the matter of affiliation with the National body will be one of the questions to be acted on at the annual meeting.

Advance plans for a rousing annual meeting in March were being made, prior to adjournment of the meetings of the association until September. A special committee will receive applications during the summer and same may be sent the Secretary.

THE CATALOGUE HOUSE QUESTION.

The following gentlemen, representing the several associations as indicated, will meet at the Hotel Jefferson, St. Louis, on the 27th inst., for the purpose of thoroughly discussing the catalogue house question in all its phases, and how in the opinion of these Committees, the several associations should work mutually to advance the interests of these divisions of the industry, and show a combined aggressive front against the evils complained of:

NATIONAL RETAIL HARDWARE DEALERS' ASSOCIATION: W. P. Bogardus, Mt. Vernon, Ohio; E. M. Bush, Evansville, Ind.; T. Frank Ireland, Belding, Mich.; S. R. Miles, Mason City, Iowa; M. L. Corey, Argus, Ind.

SOUTHERN HARDWARE JOBBERS' ASSOCIATION: R. M. Dudley, Nashville, Tenn.

NATIONAL HARDWARE ASSOCIATION: Samuel A. Bigelow, Boston, Mass.; S. Norvell, St. Louis, Mo.; T. James Fernley, Philadelphia, Pa.; R. A. Kirk, S. Paul, Minn.; W. S. Wright, Omaha, Neb.

More representative committees could scarcely have been selected, and from the acknowledged ability of each of the members to evolve some successful plan of operation, the trade will await with eagerness the result of their deliberations.

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Gift Ineffective Without Delivery.

Question: A relative of mine died recently and a few days before his death he said to a cousin with whom he lived, "I want you to have all the money on deposit to my credit in the "X" Bank, and give it to you." Nothing more was done and his administrator obtained possession of his bank book, which shows a balance of $500. There was one witness to his gift. Must the administrator pay over the money?

Answer: The law recognizes two classes of gifts. Those made between living persons and those made in contemplation of death. The latter class are referred to as gifts *causa mortis*. In order that a gift *causa mortis* shall be valid, three things are absolutely essential. First, the gift must have been made in contemplation of death. Second, the person making it must subsequently have died. And third, there must have been a delivery of the thing given. Delivery is absolutely essential to the validity of such a gift. In this case it does not appear that the donor transferred or delivered the bank book to the donee or did anything equivalent to a delivery. Under these circumstances what he did was simply to attempt to make a testamentary disposition of his property without complying with the statutory requirement for the execution of wills. There never was, therefore, any valid, legal gift of the money in the bank. Some States permit a person in immediate danger of death to make an oral or non-cupative will; but so far as we know, no state allows such a disposition of property to be proved by only a single witness. Regarded either as a gift or as a will, his declaration failed to accomplish its purpose and the administrator is entitled to retain the money.

Corporations—Right to Remove Directors.

Question: I am a member of the board of directors of a corporation. We have a director who is also employed as an agent of the corporation at a salary and has been guilty of misconduct which we think is of such a character as to render his further connection with our corporation undesirable. Please advise us what steps we can take to remove him?

Reply: So far as concerns his functions as agent or employee of the corporation the rule is very simple. The body which appointed him may for good and sufficient cause remove him at any time in the same manner as a natural person might terminate a contract of employment when the agent or servant is guilty of misconduct warranting such action. In respect of his duties as a Director, unless there is some statutory provision or by-law allowing the removal of directors before the expiration of their period of office, it would seem that you could do no more than request his resignation and in case it is refused, have no power to remove him. Corporations chartered under the laws of New York may have their directors removed for misconduct by a form of procedure provided for in a recent statute, for the details of which the Revised Statutes may be consulted. In the absence of such a statute or a by-law, there would seem to be no power to remove directors before the expiration of their term of office. To meet this situation it is customary to insert in the by-laws or in the charter or certificate of incorporation a provision that directors may be removed at any time for cause on notice by the body appointing them.

Attachment—Life Insurance Policy.

Question: A resident of the State of New York died recently owing me a debt. His wife, who is now a resident of New Jersey, is also indebted to me in a considerable sum of money. The only assets which he left consist of a life insurance policy, payable to his wife. Is it possible for me to attach the proceeds of this policy?

Answer: An attachment can be obtained in the State of New York only where the debtor is a non-resident or a foreign corporation or conceals himself with intent to defraud his creditors or on some one of the similar grounds prescribed by our Code of Civil Procedure. Inasmuch as the wife's claim to the proceeds of the policy has matured by reason of her husband's death, you can by reason of the wife's non-residence, attach the proceeds of the policy in the hands of the insurance company before they are paid over to her in an action against her to recover on her own indebtedness to you. It would be otherwise if the action were brought against her before his death, because until the policy has matured by the death of the insured, the beneficiary has no attachable or assignable interest therein. So far as concerns your claim against the deceased, the New York Statute provides that insurance taken out by a husband in favor of his wife, shall be exempt from the claims of his creditors to an amount equal to that purchased by an annual premium of $500.

Land—Sale—Wife—Contract.

The Supreme Court of Iowa held, in the recent case of Meylink vs. Rhea et al., that where a wife told her husband to go ahead and make a sale of their land on such terms as he thought best, she was bound by his contract.

Contract—Time—Delay—Damages.

The Supreme Court of Indiana held, in the recent case of O'Brien vs. Higley, et al., that a previous oral statement by a party to a contract that he would require no security became noneffective upon the execution of a written contract stipulating for security as all prior oral stipulations and negotiations merged in the writing; that where shipments were to begin "about" October 20 and the purchaser did not give the security required of him until October 27, and received without objection the first shipment made November 1, and there was nothing in the contract or the actions of the parties indicating that time was of the essence of the contract, no damages could be recovered for delay in beginning shipments, and that one who accepted bricks shipped to him under a sale by sample, hauled them and laid them, and then had to take up and replace them because they were not the proper size and shape, could not recover the cost of hauling and laying them from the seller, but should have rejected the defective bricks at the railroad station.

EXPORTS OF MANUFACTURES A RECORD.

Exports of manufactures in the fiscal year which ends with this month seem likely to exceed those of any preceding year. Ten months' figures just presented by the Department of Commerce and Labor through its bureau of statistics exceed those for the corresponding period of any preceding year. The fiscal year 1900 was the banner year in exports of manufactures, but the figures of ten months' exports of manufactures in the fiscal year 1904 exceed by nineteen million dollars those for the corresponding months of the fiscal year 1900. The total value of manufactures exported in the ten months ending with April, 1904, was $371,712,301, against $352,671,206 in the same period of the fiscal year 1900, which, as already indicated, made the highest record of manufactures exported prior to the fiscal year 1904.

The fact that the present fiscal year has only two months' record to make and is nineteen millions ahead of the highest figure for the corresponding period in any preceding year (1900) seems to justify the prediction that the exports of manufactures in 1904 will be greater than those of any earlier year. The total value of manufactures exported in the full fiscal year 1900 was $433,851,756. Should the present excess of 1904 over 1900 continue during the remaining two months of the year it would bring the grand total of exports of manufactures up to $450,000,000.

Imports of manufacturers' raw materials also make a very satisfactory showing the grand total of "articles in a crude condition which enter into the various processes of domestic manufacture" being in the ten months ending with April, 1904, $267,334,221, against $275,641,687 in the ten months of last year, and $273,799,650 in the corresponding months of 1902.

Exports of manufactures have more than doubled since 1894, and imports of manufactuers' raw materials have considerably more than doubled since that time.

A FEW POPULAR DELUSIONS.

That the only men who really work are those who work with their hands.

That only those who began life by working for somebody at $25 a year win ultimate wealth.

That because a man's wants are few there is no reason why he should earn more than $1.50 a day.

That a three-hundred dollar piano looks well in a room carpeted at a cost of 60 cents a yard.

That only those are bigots who fail to see things in the same light that you utilize.

That a crush hat and a cape-coat covering a spike-tail coat and low-cut vest are worn only by gentlemen.

That all plumbers are thieves and that frozen water pipes and wrecked water backs are their sole delight.

That the only really successful political workers are those who occupy seats upon the speakers' platform.

That all traveling salesmen who are successful would fail in any other occupation.

That any principle of law, justice or humanity authorizes one man to dictate as to another man's work.

That the influence of any one or all members of any "Smart Set" on earth has any force except in the direction of vanity, selfishness and degeneracy.

That there are any qualities more helpful to the general welfare than those of rectitude, kindness, generosity, industry and thrift. —*Michigan Trade.*

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RECENT TRADE PUBLICATIONS.

LEATHER & BRASS MFG. CO., Auburn, N. Y., are sending out their catalogue No. 7, embracing Air Compressors which are manufactured by them and are adapted for any purpose requiring a volume of pressure of air not greater than given in the description, and the construction is such, they claim, that the greatest efficiency is obtained with the smallest expenditure of power. They are compact and simple in construction, and every working part may be removed without disturbing an air joint. Their valves, they state, do not heat, and water jackets are unnecessary. The company are so confident that their compressors will give perfect satisfaction that they will allow the privilege of returning at their expense within ten days after receipt if not satisfactory. Above booklet will be mailed upon request.

JOSEPH DIXON CRUCIBLE COMPANY, Jersey City, N. J., have recently sent out a large circular which folds envelope size and is descriptive of their Graphite Motor Chain Compound, intended to advance the proper care of driving chains, which is a matter of the utmost importance in order to secure the greatest efficiency for chain-driven automobiles. The following advantages are claimed: It lubricates every wearing surface; it prevents rust; it almost wholly ends wearing of the rolls and pivots; it does not gather dust and grit; it is not squeezed out, and it gives most excellent satisfaction. In the above mentioned circular full directions for its use are given. The same company have also issued a very neat envelope size pamphlet on "Wire Rope Lubrication," containing remarks upon the proper care of elevating and transmission ropes, with special reference to Dixon's Handy Graphite Rope Dressing.

THE CHICAGO FLEXIBLE SHAFT COMPANY, La Salle Avenue and Ontario Street, Chicago, Ill., under the head of "Some Sheep Shearing Suggestions," by the champion sheep shearer of the world, have issued an instructive pamphlet showing how to shear a sheep so as to save time, save wool, save labor and save the sheep. They claim that the sheep shearing machine which they make, will save from one to two pounds of wool to every sheep; and the best of fleece, that next to the skin. This is certainly an item worth considering. They also state that their machine pays for itself in the first sixty sheep shorn, not only in wool, but in saving of expert labor, though they state that all champions use them, since any handy man can get good results at once if he follows the suggestions laid out by Mr. Marquite in the above mentioned book. The suggestions are illustrated showing position of sheep and operator from the beginning of the operation to the returning of the sheep to the pen. Incidentally, their machine leaves a smooth, even skin, so that next year's growth comes with an even top, and this feature is worth something too. Send for this pamphlet, if you are interested, also for their catalogue, which the company will be glad to furnish.

NATIONAL METAL EDGE BOX COMPANY, Readsboro, Vt., and 619 623 Cherry Street, Philadelphia, manufacturers of metal edge paper boxes, paper box machinery, box boards and box blanks, are distributing an attractive catalogue of sixteen pages, exploiting their products. Their metal edge paper boxes they furnish either made complete, or cut, scored and cornered ready to set up. "You apply the metal corner; this can be done as boxes are required, giving the advantage of storing in the flat, enabling you always to have a stock on hand for an emergency." The machines for applying the metal corners are very simple in construction and easily operated, not necessitating experienced help. The metal strips are furnished in two designs: one in twenty-inch lengths, to be used in hand fed machines; the other in reels of three hundred feet, to be used in automatic machines. The book contains illustrations, descriptions and list prices and may be had for the asking.

THE NICKEL PLATE STOVE POLISH COMPANY, 459-461 Illinois Street, Chicago, Ill., are the authors of a neat envelope size pamphlet catalogue in which, among other articles of their manufacture, they exploit their Wizard Metal Polish, which is put up in liquid form only, in cans that are guaranteed not to leak; also they exploit their Russian Asbestos Cement (furnace or retort), which has excellent qualities in use for mounting and packing joints and seams in furnaces, heaters, ranges and stoves, making them gas tight. This cement is composed of asbestos materials and is fire and acid proof; it hardens quickly and adheres firmly to anything, and is put up in 1, 2, 5, 10 and 25 lb. cans and 100 lb. tubs and also in barrels. Booklet giving further information regarding all of their products can be had upon application to above address.

CHARLES E. MILLER, 97-101 Reade Street, New York, manufacturer, jobber, exporter and importer, has issued a 1904 automobile catalogue No. 6, and price list of automobile, motor boat, motor cycle and bicycle parts, fittings, sundries, tools, clothing, American and European novelties, etc., etc., of which they claim to carry in stock the largest assortment to be found in this country. They state they are rapidly developing their automobile supply business, so that, by constantly being on the look-out for novelties and supplies, they are occupying that position in the automobile world which they have for so long held in the Bicycle world. Branch houses are being opened to enable them to keep pace with the growth for this famous pastime, and to enable the public to depend upon them for obtaining everything new, good and moderate in price. Their axiom is: "We either carry it in stock, will get it, or it isn't made." Send for one of the above illustrated catalogues.

FAIRBANKS, MORSE & COMPANY, Franklin and Monroe Streets, Chicago, Ill., have recently forwarded us one of their latest pumping machinery catalogues, No. 480, which is a fine specimen of the printer's art, and represents consistent and marked improvement and advances in pump design. They illustrate in this catalogue only those lines for which there is the most frequent demands, it being impossible to mention all the different sizes and types they are prepared to furnish. Instructions as to ordering repairs and directions for setting up and running pumps is given. The Company request that in ordering goods, customers adhere to the following rules: State for what purpose the pump is used; the maximum quantity to be pumped per minute or hour; to what height the liquid is to be lifted by suction; the diameter and length of suction pipe and number of elbows; to what height or against what pressure the liquid is to be discharged, also the diameter and length of discharge pipe: the steam pressure available at the pump; whether the liquid to be pumped is hot or cold, salt or fresh, acid, clear or gritty; and, will the pump exhaust into the atmosphere, into a condenser or against a back pressure, and if the latter, state how much. The book contains information of much interest for those interested in steam pumps and will be mailed upon application.

THE BRAINARD MANUFACTURING COMPANY, Despatch, N. Y., have issued a 1904 catalogue embracing their line of brass, bronze and steel Hardware. They solicit orders for special goods in quantities made of the above metals. Their catalogue is a high-grade one, well printed on coated paper and profusely illustrated throughout. Included in the contents are hinges of every description, hinge plates, refrigerator latches, bolts, wardrobe hooks, door knobs, escutcheons, drawer pulls, box corners, brackets, moulding hooks, cleats, all styles of washers, etc., etc. They also devote a separate part of their catalogue to the exploitation of steel chest-box-trunk Hardware. The company state they want patented specialties of merit to manufacture on royalty. The above-mentioned catalogue will be found an acquisition to the catalogue library of the Hardware dealer.

THE VICTOR STAMPING COMPANY, Loveland, Ohio, have distributed an attractive folder illustrating and describing the merits of their Victor coal hod, which they state has been designed to meet the requirements of the dealer, as well as the demands of the consumer, who takes into consideration quality, capacity, price, weight of material—who want the best goods at a reasonable price. The bottom of the Victor is extra heavy, and six thicknesses of metal at the joints makes it practically indestructible; the joints of the seam, they claim, can positively not open. They state it is their aim to produce only articles of good grade; ignore the cheap, worthless kind and avoid the extreme high price goods. They solicit suggestions from every dealer coming into possession of their circular regarding style, pattern, grade or quality of any article that meets the requirements of the trade. Write for the above-mentioned circular if you are interested.

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OUR BRITISH LETTER.

(*By Our Special Correspondent.*)

London, June 15, 1904.

THE GAS COOKER BUSINESS.

The combined action recently taken by the seven ironmongers in Hornsey has given rise to much comment and no little awakening among ironmongers here. The commission arrangement whereby these ironmongers act as agents for the local gas company has brought to the front the entire question of selling gas stoves and cookers. It has shown the Hardware trade in Great Britain that the greater part of the gas stove business has really gone out of their grasp—in many cases, it is feared, never to return. Where gas companies do the whole of their business on the hire system, fix stoves free of charge, and even supply gas fittings and mantles at nominal prices, there is not much chance for retailers to compete. However, every question which stirs up trade and causes discussion is worth ventilating, and it is felt that the lesson may prove profitable, and some enterprising traders may throw greater energy into the business. One of the worst traits in the character of Hardware men in this country is that so many, even up-to-date, traders are content to accept the situation in which they find themselves without any determined efforts to remedy existing evils or to remove the cause which prevents them from carrying on their business profitably.

NEXT MONTH'S IRONMONGERY EXHIBITION.

The Ironmongery Exhibition which is to be held at the Agricultural Hall, Islington, next month is likely to prove a success. I have been favored with a sight of an advance catalogue of the exhibition, and among the number of exhibitors are the names of many influential firms who know how to build up smart and attractive stands and show off their wares to the best advantage. Several of the factors who intend showing are well known for their up-to-date lines and the preponderance of goods from "over the water" in their warehouses, so there is every likelihood of the U. S. A. being to the front, and some smart American prize-winners and quick-selling goods being in evidence.

SUMMER SHOWS.

The Bath and West Agricultural Show held at Swansea a few weeks ago was a good opening to the summer show season. Plenty of American and Canadian makers had harvesting machinery on view, and poultry houses and American incubators were kept well to the front. I hope to visit the show of the R. A. S. E. at Park Royal this month, and will give your readers some account of the principal event of the year in the agricultural world in my July letter.

SEASONABLE TRADE.

Ironmongers are preparing for summer trade but the uncertain weather experienced during the past two months has prevented many from doing any satisfactory business in warm weather goods. Some of the retail ironmongers' shops in this country are looking very smart and attractive with displays of garden furniture. June and July ar egenerally the best months for the sale of out-door furniture, portable seats, bathing tents and picnic outfits, but this year there, so far, is little spirit shown in buying. As the summer advances show windows assume rather a dusty and faded look, and it is only by careful attention that a bright appearance can be kept up. American swing chairs and fancy colored hammocks are being introduced with satisfactory results everywhere. These goods not only look well when on sale but give a bright and cheerful style to the gardens in which they are used.

LOOKING UP NEGLECTED TRADE.

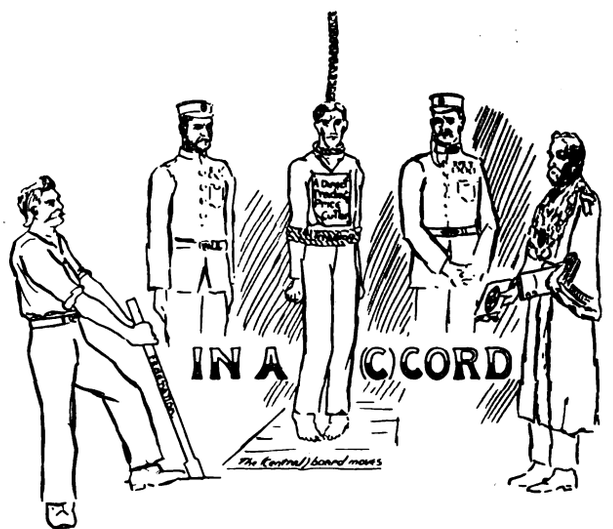
British ironmongers are looking up neglected business and with the assistance of local associations are doing much towards securing some of the neglected side lines which have been allowed to drop out from the Hardware trade, but which have been picked up by others. A large trade is done in sports' prizes every season; the general character of prizes given at athletic festivals, shows and competitions is on the up grade. A few years ago some very useless articles, large and showy, were given away, but committees seem to realize that winners prefer something of sterling value, and there is a demand for good silver lines, fitted cabinets, leather goods and articles of utility, as well as of ornamental types, suitable for the improvement of house and home. Silversmiths, fancy goods warehousemen and even drapers have been doing a share of this business for some years. Advertising firms, direct traders, or catalogue houses as they would be called in America, have done more than their share. Naturally much grumbling has taken place and local committees are beginning to realize that they can do just as well by buying through their local ironmongers, who are in touch with houses of good repute, the sterling value of whose articles they can rely upon. Sports' prizes form one of the neglected side lines now being looked after by ironmongers in Great Britain.

MOTORITIES.

Ironmongers are asking one another the question, Why should we lose the new trade in motorities like we did cycle business years ago? The question is being answered in a practical way by many go-ahead traders, and in suitable localities it is no uncommon thing to see hanging signs and attractive boards announcing that the local ironmonger employs workmen competent to effect repairs to motor cars and motor cycles. The same traders are doing a steady business in petrol and other preparations required in the up-keep of motor vehicles and machines. Motorists are growing fastidious and must be in the fashion, ladies and gentlemen too, must have the correct clothing and possess every new fad invented; they must, in short, be in the fashion, not only in the appointment of their cars but in the accessories found useful by others. This business is being followed up and traders visiting shows are keen after buying stocks of the right thing.

THE I. F. A. IN ACCORD.

The I. F. A. are tightening their grasp upon traders who are not "in accord" with the principles laid down in the so-called



Magna Charta of the Association. At the recent Conference of the I. F. A. in Birmingham a strong feeling in favor of sticking to those traders who maintain prices was expressed, and members showed determination to kill "direct-trading and price-cutting." The cartoon herewith reproduced in reduced size appeared recently in the columns of *The Ironmongers' Chronicle*. It was the work of an amateur, but it clearly showed the trend of events, and the strong determination on the part of the officials of the Central Board of the I. F. A., that, by local associations, they could put an end to these two evils under which the retail trade suffer. The figure on the right represents the president of the I. F. A., who has taken such an active part in the promotion of the association movement in this country. The stern warders are well known officials who have the welfare of the trade at heart, and know how to conserve its interests. American associations are going strong, they are deep rooted and reports of their meetings and the first rate practical papers read by their members show energy and force. British ironmongers are following, the old country may move slowly and the roots of a fresh planted tree take time to spread, but depend upon it the I. F. A. has come to stay, and will upbuild the trade and work profitably in the interests of the traders of whom it is formed.

WHY NOT BE SATISFIED?

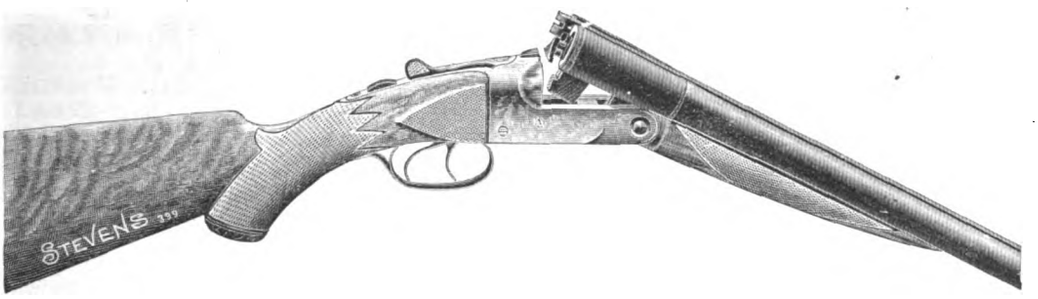
The average man thinks every other business better than the one in which he is engaged. Sometimes he is so sure of it that he makes a change, and then comes a discovery. He finds that the new business, which at long range looked so rosy, has a full complement of thorns, not altogether different from those which beset his old occupation. Instead of indulging in such day dreams about other people's affairs, men would make more progress by employing their spare time in nipping the thorns that annoy them.—J. K. LeBaron, in *Four Track News*.

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NEW GOODS AND SPECIALTIES.

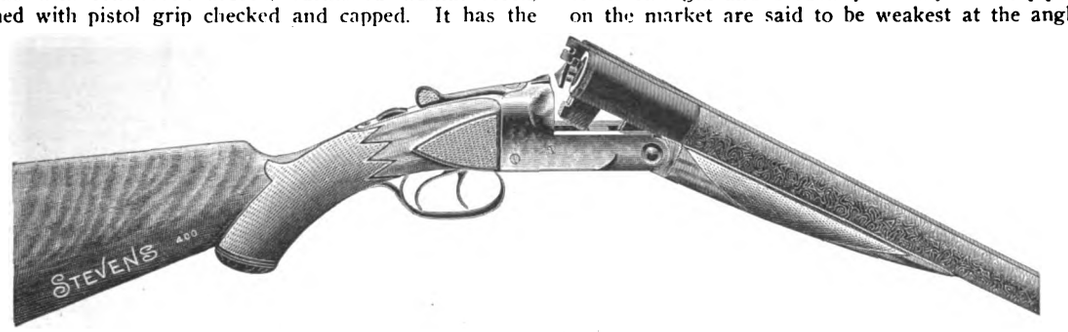
TWO NEW STEVENS' GUNS.

Among the more recent additions to the line of guns manufactured by the J. Stevens Arms & Tool Company, Chicopee Falls, Mass., we present illustrations of the latest which have been ready for delivery since the first of the month. They are made to meet the requirements for a moderate price double-barreled shotgun



NO. 350.

that embodies all the requisites of a high grade gun. The No. 350 is a double hammerless, with special "smokeless" steel choke-bored barrel, especially made for nitro-powder. It has a drop forged frame with reinforced breech, varnished walnut stock, finely finished with pistol grip checked and capped. It has the

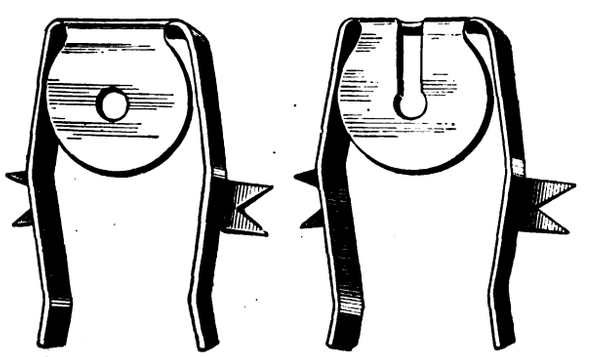


NO. 370.

Anson and Deeley type of action, with top snap, treble bolt, automatic safety, extra long frame, and all parts drop forged. It is adapted for any standard make of shell, loaded with either black or smokeless powders. No. 370 is a similar gun, but has a Damascus steel barrel. The action, stock, breech and frame are the same as the 350. They are both made in the same weights and gauges.

THE NOTAX ROLLER BRACKET.

We illustrate herewith a new and unique article for which patents have been applied for, and for which Charles M. Ghriskey's Sons, 508 Commerce Street, Philadelphia, have been appointed selling agents. It shows a new device for holding shade rollers in the runway of a window. The brackets are stamped from steel

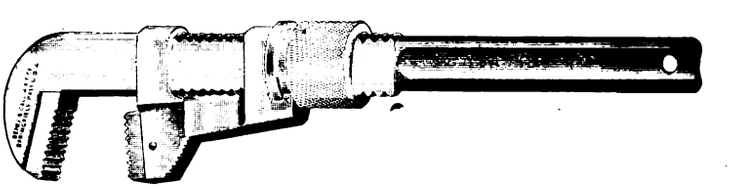


THE NOTAX ROLLER BRACKET.

and are provided with sharp projections on each side, which, when placed in position, hold the bracket firmly in the runway above the pulley. Being of spring steel, they are adjustable to any size runway and can readily be inserted or taken down by simply pressing the ends together with thumb and forefinger, no nails, screws, or tacks being necessary, as, after they are placed in position the raising of the lower sash will force them firmly in place.

THE "BEMIS" PIPE WRENCH NO. 52.

Bemis & Call, Hardware & Tool Company, Springfield, Mass., are putting on the market the improved Pipe Wrench of which an illustration is given herewith. This wrench in its construction combines the desirable features of the standard pipe wrenches now on the market and includes a number of improvements which increase its value. It consists of a one-piece forged steel bar slide with serrated steel jaw, secured by a pin and operating nut. In the construction of the wrench the first consideration was given to its strength and durability. Many of the pipe wrenches now on the market are said to be weakest at the angle of the upper jaw. This wrench is claimed to be 30 per cent. stronger at this point. In consequence of the jaws being offset from the bar, the



THE "BEMIS" PIPE WRENCH NO. 52.

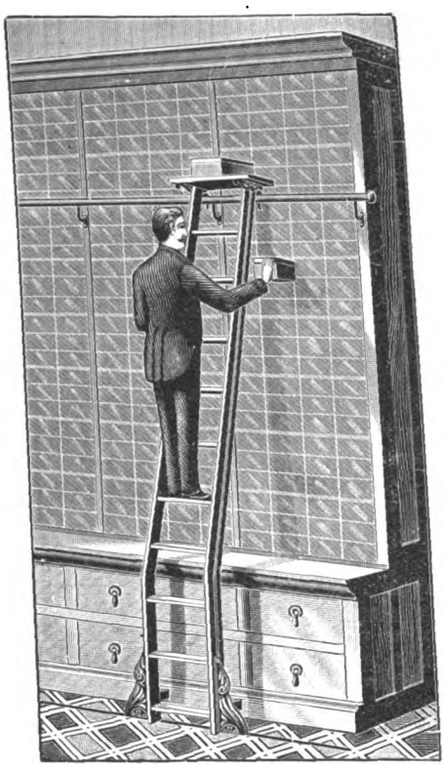
wrench can be applied and operated on a pipe located against a wall or in other confined places. Among the advantages claimed for this wrench the following are referred to: That it will not crush, slip or lock on the pipe; being built for hard usage it is made from the best materials obtainable; all parts are interchangeable so that when worn out or broken they may be replaced. The wrench is made in five sizes, 8, 10, 14, 18 and 24 inches. The first two sizes are made with wooden handles, the last three have the form of steel handle shown in the illustration.

NOISELESS LADDER TRACK.

The Bicycle Step Ladder Company, 88 Randolph Street, Chicago, Ill., with a desire to perfect their store ladder service, are constantly adding new devices and making changes to remove any objectionable features that are adversely criticised. They have experimented for a number of years with rubber tired wheels, wheels made of fibre, and other devices to do away with noise in the operation of ladders. They have found that all such devices, while meeting the requirements to some extent, are easily worn out or broken, and consequently subject their customers to continued expense for renewing these parts. They found also that when such a wheel became worn, the noise resulting from its use is worse by far than from an ordinary turned iron wheel. Their latest improvement, however, is a noiseless track which they have found to have all the advantages of the other devices, and, in addition, to have the lasting qualities of steel.

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As they have subjected this track to the most severe tests, when properly installed, they have no doubt that it will, like steel track outwear any ladder made to roll over it. In shape it is the same as the half round steel rail now in use and is fastened to the

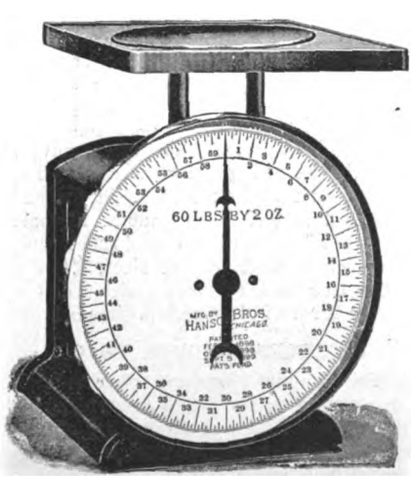


NOISELESS LADDER TRACK.

shelving or floor in the same way. When ordering it will be necessary to specify whether "Noiseless" or steel rail is desired. Where no mention is made all orders will be filled with the steel rail as before.

THE U. S. FAMILY SCALE NO. 60.

Hanson Brothers, 20 West Randolph Street, Chicago, Ill., are the manufacturers of the U. S. Family Scale, of which they make a full line, including those with top plate, as shown in our illustration, and with scoop. We show the No. 60 provided with double upright removable steel posts and 7x7 inch pressed steel top plate, one of the popular sellers in the Hardware trade, having a number of features on the strength of which the makers claim superiority of construction and practical results. These are re-

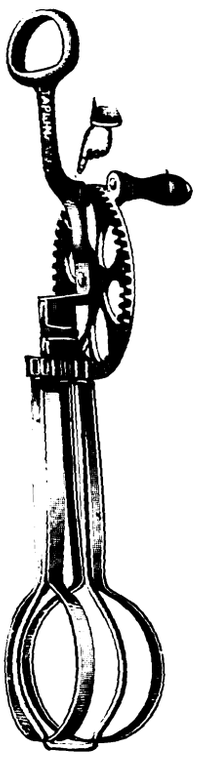


THE U. S. FAMILY SCALE NO. 60.

ferred to in the following terms: A removable steel post, claimed to be unbreakable and as protecting the weighing mechanism in handling, so that the scale reaches its destination in perfect condition. The Scale boxes are pressed from one solid piece of No. 20 cold rolled steel. A solid aluminum dial with the pounds and ounces pressed deep in the metal. Hand made oil-tempered springs, from best cast steel wire; and it is provided with a flat bottom to prevent detrimental overloading.

TAPLIN'S "DOVER PATTERN" EGG BEATERS.

The Taplin Manufacturing Co., New Britain, Conn., and 90 Chambers Street, New York, are the manufacturers of a number of salable specialties, which the up-to-date Hardware dealer should be familiar with. Among those that are quite popular is a line of Dover Pattern Egg Beaters which are shown by the illustrations herewith. The handles are all iron, and the novel bear-

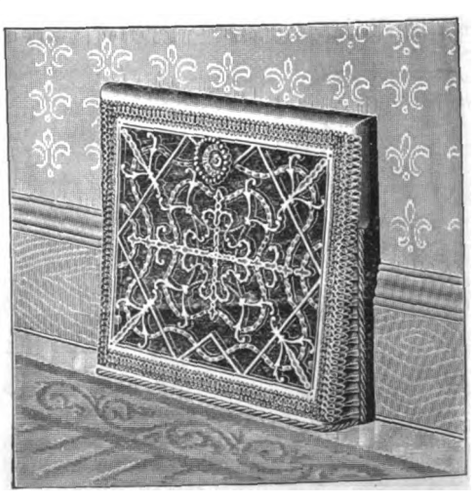


TAPLIN'S "DOVER PATTERN" EGG BEATER.

ing is a feature of importance to which attention is called. Its method of construction makes the Beater work easily and rapidly. It is furnished with electro tinned handles, or they may be had in the usual finish. The Beater is supplied in a number of sizes, from the ordinary family size, both small and extra, and the larger Hotel size. The regular family size is shown in the illustration and is 10¾ inches long. They are also made in a "Mammoth" size, to be used as a beater or mixer for the use of hotels, confectioners, caterers, bakers, etc., and intended to mix with the greatest ease eggs, flour batters, melted sugars, syrups, etc. Send for their catalogue showing the entire line in full sized illustrations.

STOWELL'S SIDE WALL REGISTER.

Stowell Manufacturing & Foundry Company, South Milwaukee, Wis., are meeting with deserved success in the distribution of their Side Wall Register, illustrated herewith. The method of adjusting the shutter by a wheel is the simplest on the market,



STOWELL'S SIDE WALL REGISTER.

as it has no unnecessary projections to protrude into the room and the shutter is thrown full width with a quarter revolution. Their use avoids the cutting of carpets and differing from floor registers are not receptacles for dust or dirt of any kind.

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HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED JUNE 7, 1904.

364,238. WEDGE FOR AXES OR OTHER TOOLS. George W. Francis, Buffalo, N. Y.

364,330. HANDLE FASTENING. Christian J. Zietinger, Gads Hill, Mo.

364,350. FISHING ROD. Adolph Huth, New York, N. Y.

364,351. FLUID CAN OR BARREL HOLDER. Gilbert K. Ingraham and John L. Crist, San Francisco, Cal.

364,353. MACHINERY FOR GRINDING CUTLERY. Richard Kampfe, Brooklyn, N. Y.

364,414. POCKET KNIFE. Carl Hollweg, Barmen, Prussia, Germany.

364,422. RATCHET BRACE. George M. Laforge, Billings, Mont.

364,462. COMBINED CARPET AND WEATHER STRIP. Dan. L. Ailyn, Bloomington, Ill.

PATENTS ISSUED JUNE 7, 1904.

761,706. SIGHT FOR FIREARMS. James J. Peard, Hartford, Ct.

761,712. BASIN WASTE. John C. Reed, Alleghany, Pa.

761,714. SAND SHIELD FOR VEHICLES. Hamilton Richardson, Townsend, Mont.

761,723. TWINE HOLDER. William Steger, Marietta, Ohio.

761,731. FLOOR HINGE. Harry J. Valentine, Cleveland, Ohio.

761,740. GATE LATCH. David Wilson, Dekalb, Ill.

761,741. HANDLE FOR SAD IRONS. Carl Winter, Chicago, Ill.

761,797. WRENCH. Frank W. Vogel, Santa Monica, Cal.

761,808. SHAVING APPARATUS. William R. Allen, Hoquiam, Wash.

761,836. CARPET SWEEPER. Walter D. Hodson, Marion, Ind.

PATENTS EXPIRED JUNE 14, 1904.

364,641. BREAD AND VEGETABLE SLICER. Louis Gathmann, Chicago, Ill.

364,672. CROSSCUT-SAW HANDLE. Christopher Richardson, Newark, N. J.

364,749. ADJUSTABLE WRENCH. Edward S. Boynton, New York, N. Y.

364,765. WRENCH. Rufus B. Marks, Newark, N. J.

364,819. PUMP FOR EMPTYING CANS. Horace L. Hauser, Minneapolis, Minn.

364,825. TUBULAR LANTERN. David C. Kline, Rochester, N. Y.

364,911. COFFEE-POT. James Edwards and Louis Ellicott, Baltimore, Md.

365,031. TRAMMEL POINT. Justus A. Traut, New Britain, Conn.

PATENTS ISSUED JUNE 14, 1904.

762,420. ADJUSTABLE WRENCH. Frank J. Leibman, Brooklyn, N. Y.

762,471. CASTER. Sigmund Dori, New York, N. Y.

762,497. NUTMEG GRATER. Frank E. Snyder, Massillon, Ohio.

762,515. MOP. Thomas W. Davies, Chicago, Ill.

762,595. SASH LOCK. Joseph H. Moskow, San Francisco, Cal.

762,677. SAW-CLAMP. Charles Bergstrom, Lindstrom, Minn.

Undeserved Gratitude.

Passenger—I want to thank the motorman, through you, for stopping this car to let me on.

Conductor—Oh, he only did it for a joke. We only go another block.—*Judge.*

PRACTICAL HINTS ON ADVERTISING.

BY

CHARLES AUSTIN BATES.

Why is it that so many advertisers who write their own copy can't get away from business technicalities? One of the greatest faults of "home made" publicity is that the man who writes it is biased. He sees his goods entirely from his own point of view. He knows his stock to the smallest detail and he is thoroughly acquainted with every technical feature. He ignores or forgets the fact that the great mass of people who read his newspaper ads, circulars and what not, have neither the time nor the inclination to go to the trouble of getting a definition for every trade term which he, the advertiser, seems to believe, must be universally known. Up to the present moment, there is no record of anyone having erred on the side of making an ad too plain, but thousands of dollars have been wasted on publicity which has been unintelligible to half the people for whom it was prepared.

There is nothing suggestive of the Black Art about advertising, in spite of the mystery with which many otherwise intelligent business men choose to surround it. Reduced to first principles, advertising is simply telling what you have, where you have it, why it is good and for how much it can be bought. The more interesting you make the description the more attention it will receive and the more goods it will sell.



"YOU SHOULD WRITE JUST AS YOU WOULD TALK."

The principal thing to remember in writing an ad, as in writing a business letter, is that in most cases it is simply the best possible substitute for a personal call on the people to whom it is addressed. Therefore, you should write just as you would talk to a visitor in your place of business. You should say just what you would say to a man or woman to whom you might be trying to sell the article advertised. You should go into details, telling all the meritorious features of your offerings, you should quote prices, and, in fact, not overlook anything that will help to convince readers that your store is the place at which to trade. Don't be content with simply telling people that your offerings are the best. Tell them why. There may have been a time when the great American public was content to accept the assurance of the advertiser that his offerings were the best obtainable. But that time is past and nowadays, people have to be "shown."

I have never yet been able to understand why it is that an apparently rational business man will go through all sorts of mental gymnastics in writing newspaper advertisements. In his business he may be dignified and reserved to a degree, but when he grasps his pen in his hand and starts in to talk about his offerings, something rises up within him and inspires him with the desire to be original and "cute." He attempts to be facetious and usually ends by being inane. He says things in cold print and to the entire community that he would never think of saying to a customer in his store or office. If he were to talk the sort of "rot" he puts into his newspaper ads, he would be looked upon as a very likely candidate for a private sanitarium. Maybe you think I am prejudiced against the man who writes his own ads, but, as a matter of fact, I am not. I leave it to your own judgment. Just take yourself into a corner some day when you are not busy and think it over. Then you will wonder why I haven't said more.



"JUST TAKE YOURSELF IN A CORNER SOME DAY."

Ever since I went into the advertising business, and maybe, before, I have been trying to find out why it is that some shrewd, substantial business men are willing ~~to buy~~ a quarter page, more or less, in their local papers, and fill it with something like this:

WATCH THIS SPACE NEXT WEEK.
SMITH & CO.

It seems to be a sort of affection of the brain which manifests itself, more especially in small towns. Time and time again I

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JAP-A-LAC

"WEARS LIKE IRON"

JAP-A-LAC, the new wood finish, has grown in popular estimation until to-day it is the recognized superior of all wood finishes.

We have had unbounded confidence in **JAP-A-LAC** and have backed up this faith by the expenditure of vast sums of money to make it a household word in every corner of the land.

We are still spending money for this purpose and shall continue doing so.

Watch the leading magazines and exclusive women's publications and see what we are doing.

Start with the April issues of the *Ladies' Home Journal, Delineator, Designer, New Idea, Woman's Home Companion, Ladies' World, McCall's, Everybody's* and *Good Housekeeping* and many other publications, and try to realize the millions upon millions of people who each month read at least a portion of the "Story of **JAP-A-LAC.**"

Never before was a varnish product so thoroughly known. It insures millions of sales for **JAP-A-LAC,** and you will have your share of the demand.

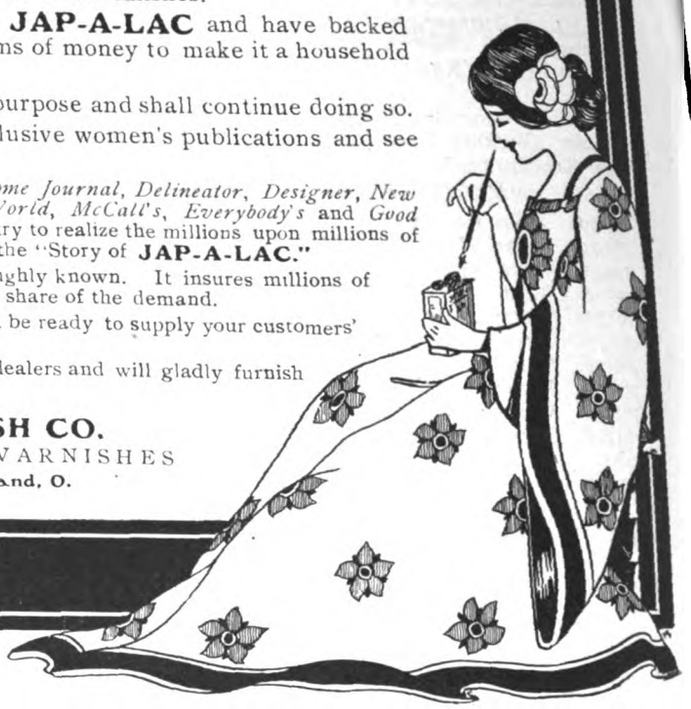
Won't it pay you to place your order now and be ready to supply your customers' wants?

We have a specially alluring proposition for dealers and will gladly furnish information regarding it upon request.

The **GLIDDEN VARNISH CO.**

MAKERS OF HIGH GRADE VARNISHES

No. 44 Williamson Bldg., Cleveland, O.



have heard small retailers state most emphatically that advertising did not pay. They have used space in the local papers for years and they did just as much business without advertising as they did when they used space regularly. The only reason they ever bought space anyway was because their competitor did, and as the lesser of two evils, it seemed to be better to be in the paper than out of it. It is precisely this same type of advertiser, who, when he does use space inserts something like the legend above. Otherwise, he sends a change of copy to the newspaper on an average of twice a year. It is not at all unusual to see newspapers carrying ads of winter hats and caps in midsummer. This may sound like drawing the long bow, but I assure you it is literally true. No wonder advertising doesn't pay. Could any sane man expect it to under conditions like these?

Another thing I can't understand is that any newspaper publisher should be so indifferent to his own interests as to permit an advertiser to run the same copy day after day, week after week and month after month. But that's another story, as Kipling would say.

If you can give the people of your town just as good goods at just as attractive prices and they persist in doing their shopping in the nearest large city, what is the reason for this. I will tell you. It is because you don't tell them so. At any rate you don't tell them strongly enough to make them believe it. Now these people are not going to a neighboring city to buy goods if they can do just as well in every way at home. It isn't human nature. The fault lies with yourself. The people of your town know just what is going on in the big city stores. You can safely gamble that few advertised bargain sales pass their notice. They know in a general way just about how large a stock each big store carries in each line of goods that particularly interests them. How do they know these things?

Because the city merchants go to a lot of expense and trouble to tell them through the newspaper or by some other good method of advertising. You may have just as choice a stock of goods and your prices may be low, but if the people don't know it you won't keep them away from the city stores. They know something about these stores and most people like to know all about what they are going to buy before they buy it. They won't spend much time investigating your stock—life is too short.

AGRICULTURAL CONDITIONS IN BAHIA, BRAZIL.

(*From United States Consul Furniss, Bahia, Brazil.*)

The State of Bahai is almost entirely an agricultural State, yet there is a total lack of modern agricultural implements. The reasons for this are many, but mainly because hand labor is comparatively cheap and the laborer cannot be persuaded to use modern implements. Again, farming is chiefly done on a small scale by individuals who cannot afford to invest in more expensive implements, or at least are content with present methods.

The agricultural implements in use are a large hoe, a spade, a machete, and occasionally a pick. Such implements as cultivators, planters, harrows, and in most sections even plows are unknown. I have traveled through the greater part of this district and have never seen a plow in use. There are a few plows, which were imported, but these have been allowed to rust and decay from inability to get anyone to use them. No modern implements are exposed for sale in the stores.

There is no grain raised through this section and not sufficient grass to supply local demands, so there could be no need for reapers and similar harvesting apparatus.

FEMALE EMPLOYES IN GERMANY.

A question which during the past year was much considered was in regard to the status of the female factory employees over sixteen years of age—as to reducing their daily hours of labor from eleven hours to ten hours, the lengthening of the daily noon pause from one hour to one and one-half hours, and as to closing earlier than 5.30 o'clock on Saturdays. These changes would concern about 5,000 workwomen in the several spinneries and factories. No changes were made, however, as it was considered that a reduction in the hours of labor could not be thought of, because of the competition in such countries as Italy, China and Japan, where wages are much lower than here and the number of daily hours of labor even greater. Besides, it was declared that by making the advantages of factory life too great there would be a tendency to diminish the supply of domestic help.—*E. T. Liefeld, Consul, Dresberg, Germany.*

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REVIEW OF THE MARKETS.

WIRE NAILS: A moderate business prevails in the Wire Nail market, transactions being limited to smaller quantities as the season closes, while the mills meditate closing down some of the plants. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

Jobbers, carload lots.....$1.90
Retailers, carload lots 1.95
Retailers, less than carload lots..... 2.05

New York. The local trade is without feature, the demand being governed by the small lots required to keep assortments fairly good. Quotations are as follws:

Single carloads $2.10
Small lots from store..... 2.20

CUT NAILS. A meeting of the Cut Nail Association will take place on the 29th inst., although lower quotations are anticipated by the trade it is doubtful if any change will be made. The regular quotations remaining as previously quoted, as follows: On either Steel or Iron Nails, with no discrimination as to locality:

Jobbers' carload lots.....$1.75 base
Jobbers' less than carload lots..... 1.80
Retailers, less than carload lots..... 1.90

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. The local demand for Cut Nails is entirely normal, and stocks on hand by no means large. Promptness in getting orders filled complete, resulting therefrom. Quotations are as follows:

Carloads on dock.....$1.89½
Less than carloads on dock..... 1.97½
Small lots from store..... 2.05

BARB WIRE: As contracts are about filled, the Mills are getting in shape for new trade. Demand for immediate wants is light, and the annual overhauling of plants is in order. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.20	$2.50
Retailers, carload lots	2.25	2.55
Retailers, less than carload lots	2.35	2.65

SMOOTH FENCE WIRE: Business is extremely moderate, as is expected at this period of the year. Several of the mills contempate shutting down in July for inventory and repairs. Quotations remain as follows, f.o.b Pittsburgh, terms, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads $1.80
Retailers, carloads 1.85
Less than carloads 1.95

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

AXES: The Associated Axe Manufacturers were in session quite recently and determined upon an advance of 25 cents a dozen on prevailing quotations, to go into effect July 1st. As considerable conservatism has been shown by the large buyers, the change in quotations may stimulate orders, the manufacturers are considering a diminished output otherwise.

BINDER TWINE: The demand for Binder Twine is surprisingly light, showing that the retailers have larger stocks than usual which they have no ambition to carry over to next season. Eastern quotations, as follows, represent the market, f.o.b. Eastern factories:

	Cents per Pound.
White Sisal (500 feet to the pound)	9¼@10
Standard (500 feet to the pound)	9¼@10
Standard Manila (550 feet to the pound)	10¼@11
Manila (600 fet to the pound)	11¼@12
Pure Manila (650 feet to the pound)	12¼@13

Less than carload lots, quarter of a cent extra.

CORDAGE: The demand for rope has been but moderate, the following quotations about represent the prevailing market:

	Cents per lb.
Pure Manila, 7-16-inch and larger	11½
⅜ inch	12
¼ inch and 5-16	12½
No. 2 Manila	10@10½
Pure Sisal, 7-16-inch and larger	9
No. 2 Sisal, 7-16 inch and larger	8
⅜ inch	8½
¼ inch and 5-16 inch	9
Lath, Yarn, Medium and Coarse	8
Jute Rope, No. 1	6½
No. 2	6

LINSEED OIL: Under date of June 23, the following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....40 cents per gallon.
In lots of 5 barrels or more.....39 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PITTSBURGH TRADE.

There has been considerable improvement in the coal trade lately, occasioned by the settlement of the strike of the boatmen on the lakes, thus permitting shipments, which have been held up since the opening of lake navigation. As an offset to this, however, quite a number of coke ovens are being shut down, owing to the stoppage of the blast furnaces. The reduction of purchases by the railroad companies this year must be followed by greatly increased purchases next year, as they must have material to replace that worn out by the heavy traffic of recent years. It is expected that this will make a rush demand in 1905. A fair amount of trade is moving in the jobbing line and collections are quite as good as can be expected. LOGAN-GREGG HARDWARE CO.

THE CINCINNATI TRADE.

There is no reason for complaints as regards weather conditions, as June has certainly been an ideal month and goods seasonable for the hot days a-coming moving along with all the expedition looked for. Our friends, the Filipinos, were entertained by the Hon. Mayor and Citizens, and they were so much pleased with the visit that our Mayor received a letter from Washington after they had reached that city stating they could not help but remember the visit with pleasure as long as they lived. Next month those Princes of Good Fellowship, the "Elks," will be in reunion here and the city is already in the hands of decorators and entertainment committees, which promises a hot time for a "warm bunch" in hot weather. Nine acres of ground have been purchased in Oakley, one of Cincinnati's beautiful suburbs, by the St. Louis Car Company, one of the three largest concerns of the kind in the world, on which is to be erected an immense plant costing several hundred thousand dollars. Frank R. Cooper, of London, England, was in Cincinnati two weeks purchasing machine tools for his English factory. James R. Heath, manufacturer of cutlery, in Newark N. J., and Harry Bevis, of New York City, visited Cincinnati during the hot days. They said "Thousands of New York boys will be here in July for the Elks reunion, and you had better see to it that the weather is cooled off for the occasion." We have reported the matter to Mr. Bassler, who promises to regulate the weather to suit. William C. Kelly president of the big Axe manufactory at Alexandria, Ind., passed a few days here this month on his return home from Charleston, W. Va. Mr. Kelly said that he and his brother James P. Kelly had invested two million dollars in cash in a plant just started running in Charleston for the manufacture of Axes and other steel and iron goods. "Charleston donated the ground, 53 acres, and we do the rest." said Mr. Kelly, "and we will remove our entire plant from Alexandria, Ind., to Charleston, W. Va., in July. When we are fairly started the plant will turn out 12,000 axes a day, employing 3,000 men as against 800 in Alexandria." Ferdinand and Robert Kahn, of Paris, France, manufacturers of guns, tubes and other steel goods, were here for a week on their return to New York from St. Louis Fair, where they have a large display. Mr. F. Kahn said his Company employed some 10,000 men and he and his brother were "doing" the States, studying manufacturing and business methods. He said business is always good in France because there are no cut rates and bargain sales to cut off the profits, as we have here, or else we do not put real values upon the goods in the first place. In France they fix prices upon a basis of real values with fair profits added, and maintain them. The J. L. Wayne Hardware Company was twice visited, and the Roll, Crawford & Brendamour Company visited once this month by "tunnel burglars," who dug through cellar walls into the stores, carrying off in both cases fine revolvers and sporting goods and cutlery. CINCINNATI PRESS ASSOCIATION.

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THE CLEVELAND TRADE.

One may hate pessimism and have no sympathy with those who are hopeless for republican government, but when the Metropolitan Street R. R. Co. and gas interest presume to dictate to Tammany Hall who they must support for President, and when the railroads centering in New York control the local election to get a mayor they can do "business" with, it is time that people realized that the moneyed interests are seeking control. However, as they propose to boycott Roosevelt there will be a chance to rebuke their arrogance by the vote of unpurchased and unpurchasable people, who love their country and care more for it than they do for mammon. Some of the wealthy men need to learn that there are some things that money cannot buy, and it will be important for bosses to learn this. Besides, it will re-enfranchise a lot of timid citizens. Intelligent independent voting by people who are willing to see their party defeated for the good of the country is increasing. When a man is elected by the use of his own money or that of others whose tool he is, republican government is disgraced. There is more danger to free government from this, than there is from anarchists. If the voters ever organize against capital in this country, it will be because capital first organized against the people. The limit of safety is already reached in some sections, but a government of the people, for the people, will be saved by the people. Band wagons will be full this Fall without Wall Streets contribution. The people are buying things they want to make life comfortable, and this makes a fair trade. Homes are being better furnished and surroundings beautified. Contentment, intelligence and refinement are increasing and the things that make life worth living are rapidly accumulating. The pride of locality should be encouraged by local merchants. They should give time to increase civic pride but not be leaders in personal extravagance. Whatever makes for the comfort of all the people, they should promote as a business investment. A careful study how best to use leisure for public benefit is one of the first qualities for a country merchant, as the interest shown in others will determine the interest that will be taken in business. Efforts to make your home town a good place to live in will act as a remedy against foreign catalogue houses. Enthusiasm for home interests and institutions is contagious. Merchants should always be the leaders of it. The crop reports are improving. Shortening of lake navigation will not be a loss to boat owners as freights will be increased and expenses reduced. Had navigation opened early there would have been a surplus of tonnage. Laborers seem to have a genius for striking at the wrong time.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE BIRMINGHAM TRADE.

As the weather figures so largely in the distribution of Hardware, it is always in order in writing for the trade paper to comment on the state of the same. Since the latter part of May the weather has been warm and even hot part of the time, just as it should be at this season of the year. Cotton, which is staple with us, is a sun plant and thrives best when the weather is hot and does but little good until the warm season is on. We have had less than our usual quota of rain up to date, which has enabled the farmers to kill the grass and keep the crop clean. The hopes for a good price for farm products have kept the farmer hard at work, which has had its effect to curtail trade of late. It comes at a good time when the clerks are taking their vacations and those that are left in their places find plenty to keep them busy. July 1st is the annual period for the settlement of the wage scale between the operators and miners. When conversation lags for lack of a topic, we are apt to hear the query, will there be a strike? The general impression seems to be that there will not be a strike. The operators are growing tired, from what I can hear, of this constant contest over the scale every year, and would prefer a fair and equitable basis running for a series of years. The operators will treat with their labor separately and not unitedly and will expect a modification of present scale. The public hope that a satisfactory basis will be reached without acrimony. There is not much railroad work under process of construction and very little projected. Business in the building line is good and our city continues to grow. New houses are going up on all sides. The prospects for fall trade are good, unless we have some calamity which can not be foreseen. The fruit crop is large and will be very helpful. To conclude, our people are cheerful and hopeful.

MOORE & HANDLEY HARDWARE CO.

THE MINNEAPOLIS TRADE.

We have in hand six bulletins issued by one of the largest grain commission houses here, who operate all over Minnesota, the Dakotas, Nebraska and Northern Iowa. While the various reports were not all entirely favorable, there was trouble with too much moisture in Red River Valley, and, consequently, late seeding, and in Southern Minnesota and Northern Iowa there is no doubt but that the wet condition has seriously affected the seeding, whether of wheat or corn. Still the reports, as a whole, are very satisfactory.

The wheat acreage for Minnesota and the Dakotas shows a slight increase over 1903, while the flax acreage they state they believe to be 45 per cent. less than that of 1903. The writer has talked with many men whose business it is to know about the general conditions and they all agree that the cool, dull and rainy weather that we have had so much of has been excellent for wheat, giving the roots a good chance to grow without forcing the plant above the ground, but that in some cases the weeds are getting a better start than they would like. While corn is backward, there is plenty of time for corn and that is not such an important crop with us as it is further south. We think we can safely say up to the present time, that the crop situation is as favorable as can be reasonably expected taking everything in consideration. Some speak very much stronger and say they never saw conditions look better. All this naturally will have a bearing on the balance of the summer and fall business.

Jobbers generally in all lines are complaining about business being quiet, with material shrinkage over last year, and there is a general complaint among the retailers of all lines. We ourselves have no particular reason to find fault, as our business thus far this year has been up to last year, which was the best year we ever had. but there seems to be a disposition to ease off on some prices, nails in particular seem to be effected somewhat. There is sharp competition, although the usual retail prices seem to hold fairly well. The labor troubles that we feared some time ago seem to be drifting along, both sides rather inclined to wait for the other side to make a move, consequently matters for the present time are moving along very smoothly. It has affected building operations without doubt, many not caring to start for fear of a tie-up, still, our building record for the year shows up good—May, in particular, being excellent—while June is sure to show up well. On the whole we cannot help feeling that conditions in the Northwest are not so bad, as good, if not better, than the average the country over.

W. K. MORISON & CO.

THE ST. PAUL TRADE.

Prospects in our territory are good, but immediate business is below the average. The indications for a crop have never been better, though some two months must elapse ere these are realized. Many unfavorable conditions can arise and cause a partial failure. We look upon the future as having in store an average, or even a better than average crop. Our merchants have so far this year bought and sold conservatively, so we have reason to expect a good fall trade. As every Hardware man knows, prices are stationary, and we all hope they will remain so. There is no apparent reason for a slump, and we do not expect one. Faith in the future is necessary, and that faith exists in the minds of those who think. Theodore Roosevelt will steer the Ship of State through to a successful conclusion of affairs. Surely he will be re-elected to his high office, and we can have faith, as his efforts are always towards the end that the country shall have a better, not a poorer, condition.

HACKETT, WALTHER, GATES HARDWARE. CO.

THE PHILADELPHIA TRADE.

The Spring season is rapidly drawing to a close and our thoughts are being centered more upon vacations than upon the actual course of trade, which, nevertheless, keeps up in volume quite equal to that of last year, and therefore can be giving no cause for complaint of being dissatisfied. In our own city there is considerable complaint among the retailers who have not as yet enjoyed the expected demand for hot weather goods, and two or three weeks of warm weather are needed to make an improved feeling in this respect. Owing to the high price of labor and materials, building is retarded and many small operations and some large ones have been laid aside until a more propitious season. This is having its effect among the trades and skilled labor is not so generally employed as at this time last year. These, however, are largely local conditions, and when we look away from our own vicinity we find favorable prospects in the West and a very healthy and prosperous feeling in the South. After all, the crops are the basis of our national prosperity and with these promising factors there does not seem to be much reason for apprehension in the near future. The market shows few important changes. The first of July is usually the time taken by manufacturers to revise their quotations and as that date is now only a few days removed we shall probably know before long whether the present stability is to be maintained. It is gratifying to report that collections seem to be improving. The small crops are now coming in and country dealers are much more able to obtain funds.

BIDDLE HARDWARE CO.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

THE DAVENPORT TRADE.

Races, National Conventions, the Fair, baseball and golf occupy most of the time and attention of the Hardwaremen, who are not attending local or State Conventions. The volume of trade is fully equal in amount to the corresponding period of a year ago, with collections not so good. Crops are looking well; weather is fine and the outlook for Fall trade is encouraging.

SICKELS, PRESTON & NUTTING CO.

THE SAGINAW TRADE.

Your favor of June 15th is at hand, and in reply, would say we are having warm weather, and the farmers are quite busy planting and cultivating their crops, and on that account, business is quiet. Collections are fair. The backward spring caused less beets to be planted, and the sugar factories are fearful that their supply of beets will be smaller than last year. We look for but a moderate Fall business, on account of the Presidential election. The indications now are that the crops will be up to the average.

MORLEY BROTHERS.

THE SAN FRANCISCO TRADE.

Fraternity feeling is manifest in all-around expression being heard in local trade circles anent the destructive fire of June 15, that burned an entire block and destroyed the stocks-in-trade of twenty-nine prosperous business firms in the northern California commercial center of Oroville. Two of the principal sufferers are the T. J. Kelly Hardware Company and the Ophir Hardware company, whose respective heads are admirable people and well known to the San Francisco trade. The Kelly Company loss is $3,500; insurance, $1,000, and the Ophir Company loss is $750; insurance, $250.

Although Builders' Hardware trade in San Francisco is not what it should be, nor what it would be were it not for the hold-back effects incidental to labor unionism, yet, it is reported, inherent strength of general prosperity seems sufficiently forceful to characterize the trade as active to a degree that keeps Builders' Hardware dealers from finding time to complain.

From outside—everywhere else, city, town and hamlet in California, and throughout the Pacific coast territory—traveling men report, and so do jobbers, conditions are different, betterment being the difference. Absence of labor unionism, or its feebleness and consequent harmless effect, are given as the cause of the better condition prevailing, as compared with San Francisco. The marvelous progress of Los Angeles, for instance, is pointed to and used in comment as a point in strong contrast to the struggle which San Francisco has had to rise to its present eminence. "But Los Angeles," remarked a traveling Hardware man, "glories in industrial freedom and individual liberty." And this traveling man handed the HARDWARE correspondent the following excerpt from a last week's Los Angeles publication, pronounced by the traveling salesmen to be "the sentiment of Los Angeles, and altogether fair in its contrast—showing as between San Francisco and everywhere else outside, not only in Los Angeles, but throughout the Pacific coast states."

"Strikes, boycotts and all the weapons of unionism have no terrors for the people of Los Angeles. If a man wants to build a business block or a home in Los Angeles, he can proceed in the work, will not be seriously interrupted and perhaps stopped by some unwarranted and silly walkout brought about by an interfering walking delegate. Industrial enterprises of all kinds can go ahead without fear of constant labor troubles. If San Francisco were as free from this unionism plague as is Los Angeles, the former would experience quite as marvelous a growth as the latter, and at once. The contrast between the two cities is strongly brought out by their respective building records.

"For instance, in San Francisco for the month of March, the only authentic figures for a recent month at hand, permits were issued for 186 buildings, at an estimated cost of $1,400,432; 63 permits for alterations, at an estimated expense of $106,568, and permits for 218 minor additions and alterations (mostly for repairs not exceeding $500 in cost), at an estimated expenditure of $39,655; making a total of $1,546,655. During the same month in Los Angeles permits were issued for this same class of construction, amounting to $951,029, or within $589,625 as much as in San Francisco. Now, since the Census Bureau on April 7, gave to San Francisco an estimated population of 355,919, and to Los Angeles an estimated population of 116,420, it will be remarked that Los Angeles, with a population of less than one-third that of San Francisco, had a building record for March almost two-thirds as great as the State's metropolis.

"That the building records of the two cities should be so out of proportion, population compared, is due in great measure to the fact that Los Angeles is free from the domination of unionism, and the further fact that San Francisco is in the merciless grasp of walking delegates, labor agitators and other demagogues. Happily, the fight now being waged in San Francisco for the 'open shop,' and against the union forces which have so greatly injured the city, shows many evidences of going forward to a successful issue; and as soon as San Francisco is free from the domination of unionism it will go by leaps and bounds to the position of greater importance, size and prosperity to which it is eminently entitled."

INDUSTRIAL PRESS ASSOCIATION.

One good turn always leads us to hope for a few more revolutions.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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HARDWARE FACTS AND FICTION NOT GENERALLY KNOWN

WRITTEN FOR HARDWARE.

Fourth Article.

SIGNBOARDS.

A sign was a trader's heirloom in the sixteenth century, and as a matter of fact constituted the good-will of a business. Reading was a scarce accomplishment, and it would have been little use to write up names and descriptions of trades. Traders therefore had to resort to signs indicating their several trades, and to erect pictorial boards and signs consisting of actual articles in order that their occupation and location might be known. Ornamental ironwork was much used in an age when even the simplest lock, hinge or barred coffer was highly ornate. Signs were either suspended or attached to the walls of houses and shops, and throughout England the narrow streets of the towns of the sixteenth and early seventeenth centuries were full of overhanging signs indicating the names and occupations of the occupiers of the buildings. Painted signs were common, but few ironmongers adopted them, preferring the use of actual articles connected with their trade. This fact perhaps accounts for the antiquity of many existing Hardware signs; the copper and wrought iron representations of articles actually sold at the different establishments being painted again and again, and consequently having a much longer life than simple scenic signs or painted wooden boards.

Among the favorite emblems used to denote an ironmonger's occupation frying pans, teapots, kettles and dustpans may be mentioned as popular. Some ironmongers who regarded their tool departments as important gave preference to a large wooden hammer or a pickaxe, and some simply hung out a large saw and made it their sign.

In France painted banners were used as signs and hung out of shop windows and from the windows of rooms above. Such signs however, never became popular in England. Traders' occupations and their place of residence have frequently been perpetuated in history, and in old poems. The ironmonger's Axe in Aldermanbury is still referred to. At the time of the great fire of London the majority of the old wood, and even metal signs, disappeared, never to be revived in their full significance. After the restoration of the great portion of the metropolis carved signs in stone were adopted, but their general use as emblems of trade, except in rare instances, never recovered, although until quite recently tradesmen in the old market towns and cathedral cities in England still retained their trade signs. The use of swinging signs across the footways of the metropolis had become such a dangerous nuisance in the reign of Charles II that an act was passed compelling their owners to fix them from balconies or on the fronts of houses.

Curious and absurd combinations had grown to such an extent in 1710 that an effort was made to compel every shopkeeper to use a proper and consistent emblem of his trade for his sign. Locksmiths almost invariably used a huge padlock made of metal, although they sometimes varied it by hanging up a gigantic key constructed for the purpose. As late as the year 1800 many traders used signs as the only location of their trade. The custom of using gigantic signs sprang up soon afterwards, one London trader who is said to have made a large fortune by selling razors in the Strand, had a wooden razor reaching from his window down to above the roof. County Hardwaremen often adopted the sign of a straw bee-hive which articles were sold in large numbers before the days of modern bee-keeping appliances. A Hardware dealer in Seven Dials (one of the worst parts of London in those days) used the sign of the Golden Frying-pan.

It is interesting to trace the evolution of signs and to note how their general employment gave to the world many well-known surnames of to-day. Many dealers were better known a century ago by the names their signs bore than by their own family names. Among a host of other names of well-known surnames derived from such sources persons bearing the following are descended from Hardware traders: Axe, Arrow, Bell, Cann, Coulter, Chisell, Funnell, Forge, Hammer, Harrow, Kettle, Jugg, Potts, Plane, Rule, Saw, Shovel, Shears, Scales, Silverspoon and Trowel.

Of course, taverns have retained the old world method of recognition longer, and perhaps more generally, than any other branch of the trading community. Among the existing signs of hostelries are many relics of the past, and not a few can trace their connection with the Hardware world—some of their owners may have been traders too, and others operatives using the tools indicated. The following are a few of the signs of hotels and public houses closely allied to Hardware still met with: Anchor, Bells, Wheels, Cross-Keys, Anvils, Guns, Horseshoes, Pewter Platters, Ploughs, Compasses, etc. There are many signs, the origin of which is forgotten or unknown by the majority of passers-by. The "Dirty Dick" public house in Bishopsgate Street, Without, London, was once the famous Hardware store kept by a man named Richard, who earned the prefix to his name from the wild disorder and dirty state of his Hardware store.

A curious Hardware shop in general full
Of wares from Birmingham and Pontypool.

OLD ORNAMENTAL IRONWORK.

The ancient coffers, muniment chests, and strong boxes of our forefathers were ornamented in a wonderful way. Not only were the receptacles for treasures before the days of fireproof safes made of well seasoned oak, but they were strengthened by metal plates inside and out. Gradually strength gave way to ornament until, towards the close of the seventeenth century, delicate tracery and beautiful wrought ironwork covered the oftentimes intricate mechanism of the ponderous locks and fastenings which spread over the insides of the box covers. Door locks too, grew heavy and ornate; lock plates and door handles were truly splendid examples of what the craftsman can do with but few tools, and those of his own construction. John Evelyn in his diary under date 1554, refers to a visit paid to his cousin William Glanville, at Broad Hinton, who, he says, "showed me such a lock for a door that for its filing and rare contrivances was a masterpiece: yet it was made by a country blacksmith!" A similar lock is still pointed out at Hampden fixed to the door of a room (one of the few remaining of the older building) which the patriot is said to have occupied.

A few years ago some beautiful examples of early lock plates and door furniture were gathered together at Westminster, forming a most interesting exhibition. At the Victoria and Albert Museum at South Kensington there is a large collection of lock furniture, and a marvellous collection of keys. Indeed keys have often been among collectors' fads. The locksmith was a man of considerable importance in old times, and to judge from the locks, bolts and keys which have been preserved to us we must rank him very high in the artistic scale—the keys were masterpieces and real jewels of hammered iron.

PIKE MANUFACTURING COMPANY'S NEW CATALOGUE.

The Pike Mfg. Co., Pike, N. H., have recently issued the eighth edition of their complete catalogue, which is certainly the most useful one that has been sent out by their catalogue department, and should be in the working library of every Hardware dealer handling a class of goods so important as the production to which this pamphlet is devoted. This new catalogue shows several additions to their line of goods: They have added several brands of Scythestones, including their Quickcut Emery Stone, Crescent, National and Portsmouth Red Ends. The India Oilstone line, manufactured by the Norton Emery Wheel Co., Worcester, Mass., for which they have the sole selling agency, is given a conspicuous display. They have added a line of Quickcut Emery and Corundum Oilstones, this being a combination stone with one side coarse and the other fine, also Emery bricks, slips and axe stones. They show a new line of Oil and Water Stones in their Fastcut, a stone of gritty Pearl stock, put up in paper boxes, which is a very attractive medium-priced stone. In the Razor Hone line they have added the Barber's Special line, also Pike's "Ezy Edge" Hone, and a line of German water hones in individual boxes. Their Rotary Razor Strop has been perfected and is illustrated with full description, being now ready for the market. Several lines of knife sharpeners have been added, viz: the Fastcut Pocket Hone, an Arkansas Pocket Oilstone and Lily White Knife Stone, also the Sportsman's Pocket Knife Stone, which is especially designed for the camper and woodsman. The Eclipse Rubbing Stone shows a distinct departure from their regular line of goods, it is for the use of carriage and car builders, for rubbing down rough stuff, and is an excellent article for this purpose. It is fast displacing pumice and other rubbing stones for this work. They show also a full line of supplies for glass cutters, such as Craigleith, Blue Mitre, Diamonmitre Stones, Polishing Felts, etc., and have added to their line of dental goods a complete line of carborundum stump wheels, lathe wheels, and disks, and are now ready to supply this line to the dental trade.

A desire to mind one's own business is a taste that is hard to acquire.

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ARMY AND NAVY

LIQUID GLUE

A 20TH CENTURY LIQUID GLUE

Increase Your Sales **Increase Your Profits**

The Best and Strongest Glue that Money, Experience and Brains has produced. **NOT A FISH GLUE.** A Pure Animal Glue. The only Animal Glue in Liquid Form made.

THIS GLUE will not Sour, Mold, get Brittle, Brash or Crumble.

STANDS MORE HEAT AND COLD. MORE EASILY APPLIED THAN OTHER GLUES.
SMOOTH AS OIL.
ALWAYS READY FOR USE.

Does More Work



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All size Cans—no Screw tops, Friction tops—easy to open and close.
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YOU WANT THE BEST GLUE. WE MAKE IT.

Let us quote you prices. Can we send you trial order?

WACHTER MFG. COMPANY, BALTIMORE, MD.

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ARKANSAS RETAIL HARDWARE DEALERS' ASSOCIATION

The Fifth Annual Convention of the Arkansas Retail Hardware Dealers' Association was held in Little Rock on the 8th, 9th and 10th inst., at the Gleason Hotel. The meeting was called to order by President John F. Maxey, on Wednesday morning, at 10 o'clock. Secretary C. E. Taylor in lieu of roll call suggested the reading of the Registry, in which the names of delegates and visitors were recorded. This was accordingly so done.

The members were welcomed to the city by W. E. Lenon, Mayor of Little Rock, who made a brief address of welcome, which was responded to on behalf of the Association by J. B. Avera, of Paragould. J. H. Boicourt and J. H. Graham were respectively appointed Sergeant and Assistant Sergeant-at-Arms.

J. J. Mandlebaum of the Fones Brothers Hardware Company, on behalf of the jobbing interests of the city, expressed his unqualified approval of the Association movement, and stated that it was the desire of the jobbers to work in harmony with the organized retailers, assuring them of every assistance in their efforts. He said that every care had been taken that the assembled delegates should be entertained during their stay.



PRESIDENT HAMP WILLIAMS.

M. L. Cory, Secretary of the National Retail Hardware Association, made a short address by invitation, referring to the interest created by the conventions held recently in Atlanta by the Jobbers and Manufacurers, and the careful attention given to the important subjects brought forward on that occasion.

He was followed by a number of the traveling representatives present, who made brief remarks. Among those participating were the following: Senator Sengel, of Fort Smith; Mr. Hardy, from Tennessee; Mr. Duley, of the Duley-Mons Arms Company; Mr. Burris, of the Rock Island Plow Company; F. W. Farley, of the Jno. Deere Plow Company; Mr. Lofton, of Hibbard, Spencer, Bartlett & Co., and Capt. A. F. Cook, of Russellville. The convention then adjourned until the afternoon.

AFTERNOON SESSION.

PRESIDENT MAXEY'S ANNUAL ADDRESS.

President Maxey delivered his annual address, in which he said:

The year has been so short that I have not had time time to learn to make a speech, but I will in a very few words give you all. We all have our ups and downs, in a business way. During this short year I hope all of the Hardwaremen of our State, and especially our membership, have done their duty in writing to our Congressmen to direct and encourage them to lend all their energy in an effort to defeat the Parcels Post bill, which the catalogue houses have been earnest in their efforts to get through that body for the benefit of the few and against the interest of the many. Whether all have written or not, I know that we have done something in this matter, and we should feel encouraged to make a greater effort in the future to do all we can to overcome this enemy, feeling sure that if we work with an untiring persistency we will come out victorious. You know that in union there is strength, and as this bill would affect the jobber very seriously, I think it time that the retailer and the jobber get closer together. Let them see if they cannot work together in the same harness, and maybe this would make a stronger team. Then all make a strong pull and a long pull for the objects which they mutually desire.

He was followed by Secretary Taylor, who said, in part, as follows:

SECRETARY C. E. TAYLOR'S REPORT.

Believing that many members can do a great deal more than only a few can do, and that we must have members in order to accomplish anything as an association, I have devoted much time to a systematic effort to bring in new members, and the statistics show the gratifying increase of 42 per cent. The constant, persistent effort which has been made during the year has borne fruit. Many good merchants who were not with us during last convention are on our membership rolls to-day. The traveling man who calls on our trade as a rule is friendly to association work, and the names of several new members have come in from the direct influence of our indispensable brother, the drummer. A strong effort should be made during the new year to increase our membership, and the next convention should show fully as large an increase as we have to report to-day.

CATALOGUE HOUSE QUESTION.

So much has been said on this question recently that extended notice of it here would be tedious to you. The jobbers and manufacturers in their conventions have not hesitated to discuss it, and have called to their meetings our national officers, in order that the plea of the retailers might be strongly presented. The issue between the retail Hardwaremen and the catalogue houses has been clearly defined. Retailers in every line of business should take it up. President Bogardus expressed the situation so clearly that I make the following extract from his address:

We are not here to ask that any man be driven out of business. We are not here to ask that any business enterprise be throttled, but we are here to ask that men who are seeking to break down the retail dealer in order that they may climb upon the ruins may be hindered from accomplishing their objects. We are here to ask that the help heretofore given them be withheld and that other considerations besides quantity regulate the price.

INSURANCE.

Many of the older and stronger State associations have their own mutual fire insurance company. The matter is one which should be considered carefully by this association. I suggest the appointment of a committee to give the matter careful consideration.

Mr. Taylor then presented his report as treasurer, which was referred to the Auditing Committee.

James M. Pittman, of Prescott, read a paper on

WHAT CAN BE DONE BY YOUR MEMBERS TO CREATE A MORE ACTIVE INTEREST IN ASSOCIATION WORK?

from which we cull the following extracts:

With what thought I have been able to bring to bear on this subject, I have reached the conclusion that as individual members we can do but little to create an active interest in association work, but as an association of active, intelligent and determined members we can accomplish a great deal that will "create more active interest in association work." The individual member can do but little, but if we unite and act on the motto that "an injury to one is the concern of all," we can create that interest which will not only hold those who have already joined, but will induce all others "who seeing our good works" will become members of our noble order.

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CATALOGUE HOUSES.

We note with no small degree of satisfaction the interest that is being manifested by the different associations of jobbers and manufacturers in the direction of suppressing and curtailing the business of these "business pirates." It is the retail Hardware dealers who have created a demand for all the standard brands of Hardware. Since they have done this, for them to stand idly by and, without a word of protest, see the jobber and the manufacturer rob them of their well earned trade and turn it over to a lot

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of business cut-throats, is to be knocked down and then lie still while your antagonist rubs dirt and dung into your hair. The jobber and the manufacturer are waking up to the situation since our organization has given them to understand that we know these catalogue houses can get their supply only through them and that we have determined that we will not handle their goods as long as they try to market their wares through these channels.

* * * * * * *

JOBBERS AND MANUFACTURERS.

In order that we may create a more active interest in association work, and hold that interest already created and undisturbed, we must have the rights and privileges between the retailer and the jobber more clearly defined and sustained. As an association we have heretofore declared that all manufacturers and jobbers of Hardware confine their business to Hardware dealers, and that each member of this association pledge himself to use every reasonable effort to enforce this demand. I regret to say that I have had complaints from some of the membership, with a statement that they did not feel that interest in our association that they otherwise would it we would put in motion some plan to enforce this resolution. Some jobbers go so far as to claim that it is no interference with our rights for them to sell any and all merchants at the same time they sell the regular Hardware dealer. They also claim the right to sell the blacksmith. In some towns I find the dealer, as he understands it, trying to protect himself against this class of jobbers and withholding his business from them, while in other towns no attention is paid to it. It seems to me that this association should have some conference with the jobbers and reach some conclusion by which the rights of both parties could be determined and some measure agreed upon by which all parties would be benefited and none injured. There should be no antagonism, and if we properly understand each other there will be none.

Let us continue a more healthy and active interest by a proper observance of these things, and a determination to see for all that every interest is properly guarded, and we will without a dissenting voice praise association work. I am not satisfied with the objection to such an agreement, that it will not be enforced. I would remind you that many associations enforce demands against jobbers and manufacturers that are much more unreasonable than we are likely to make. I call your attention to some of the demands of the plumbers. Where is the jobber in plumbing goods that will sell to anyone not recognized by the Plumbers' Association? Let our resolutions be fair and reasonable, and then enforce them.

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E. E. Mitchell, of Morrilton, discussing the same topic, spoke as follows:

I think one of the surest things to create interest in the association, to help build up our association, is to follow every suggestion that the secretary might make. While the president is at the head of the association, as a matter of fact the secretary is more in touch with the work and is better posted than the others. So when he writes letters in connection with the work we should answer them promptly and fully. If he gives us a little list of dealers to write to, attend to it at once; don't put it off until the next day or the next week. I acknowldege that I have not done as well as I might have done, but I have usually attended to this pretty promptly, and shall do better in the future. Let us back up our secretary with our full support. In this direction lies much effective work.

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Hamp. Williams, of Hot Springs, read a paper on

THE BEST METHOD TO KEEP A WELL ESTABLISHED BUSINESS UP TO ITS STANDARD,

from which we select the following:

Overbuying is one of the diseases of the Hardware business. It is like overeating or overwork to the human body. You may feel the effects many days hence, or it may possibly end in destruction. You should exercise good judgment and buy goods that you think are most suited to your trade and then push them. Keep your want book continually before you and increase your purchases in proportion to the possibilities of increase in trade, adding new lines as fast as your finances and trade prospects will permit. When you make a mistake and buy too much or get goods that are unsalable dispose of them as quickly as possible, because they are, like an eating sore, badly in the way and will spread if the remedy is not applied at the beginning.

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GET GOOD HELP.

If you want your business to keep up, get the best men in the country to help you. The President of the United States has plenty of time to go hunting and fishing, because he has good and efficient men at the head of each department. He has a system, a method and a way of doing everything There is no retail Hardware store in this country which requires as much supervision as the running of this Government, yet a great many of us think our business would go to destruction if we were not present every hour and every day. That is proof that we lack method. The fault is our own.

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FINANCES.

I want to call your attention, also, to the method of financiering. You should always know what you owe and when it is due. You should also know what is due you and when it is to be paid. You should know your ability for paying before buying. You should also know the way of collecting before selling. You should watch your percentage of profit, and should by all means know what portion of your profits goes for expenses to keep your business up to the standard.

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Cutting prices for an advertisement is the most dangerous proposition confronting the retail Hardware dealer to-day. It will positively end in the destruction of your business if you keep it up. Sell your goods at a fair and reasonable profit. Do not sell one article for cost and another at double its worth; sell each at a fair margin and see that your customer gets what he buys.

If you will adopt this method and impress this on the mind of every man in your territory about once in every thirty days, regularly, and at the same time soliciting their patronage and calling their attention to the things you most desire them to know—special brands, goods that your competitors do not handle—and keep persistently at it, you will find that "Cheap John" competitors and catalogue houses are not in step with you at all.

People, as a rule, are willing to pay a profit, but no one is willing to be charged extortionate prices. If you sell one item for less than cost you are compelled to get a double profit on the next. If you sell one customer at cost, in order to get his influence, you are compelled to charge the next too much in order to get your legitimate profit, and the man you robbed will tell his friends to keep away from you, while the influential man, the one you sold at cost, will only thank himself for his own shrewdness in buying and will only speak of it in a manner to his own credit. Do the right thing; establish a record for right doing, and the people will find it out.

* * * * * * *

Advertise in the newspapers; post the fences, old barns, logs, trees, bridges and rocks. Keep your name constantly in the minds of the people. If you don't advertise you would be surprised to know how many people there are in your town and county that never heard of you.

A few complimentary remarks of Secretary Corey brought the session to a close.

THURSDAY MORNING'S SESSION

gave the traveling representatives another opportunity of participating in the proceedings, which was availed of by Mr. Sneed, of Simmons Hardware Company, and Mr. McNeely, of the International Harvester Company of America.

A catalogue to offset Catalogue House Competition suggested by Hibbard, Spencer & Bartlett, was then discussed, the cost of which would be only nominal, and it was thought would be of great advantage, but no definite action was taken upon the proposition.

C. T. Rosenthal, of Batesville, read a paper on

BUSINESS HINTS IN THE HARDWARE LINE

in which he interested the members with his original views.

He was followed by J. L. Davis, of Magnolia, who read a paper on

WHAT ARE THE BEST METHODS OF EXTENDING CREDIT AND MAKING COLLECTIONS?

in the course of which he said:

After an experience of almost 20 years in a retail store, occupying successively every position from boy helper in a country store to head of the firm, I am persuaded that lack of system is the rock on which many a retailer's craft breaks and goes down; and in no other department is it responsible for more failures than the granting of credit and making collections. In no other department is the management so loose and in no other is it more essential that a strict supervision be maintained. The Hardware store is essentially a credit store; not in the sense that the general store is sometimes considered, but we are called upon by the very best class of trade for accommodations, ranging from one to twelve months; and while it is thus so considered, it can be conducted upon a safe, sound basis without material loss.

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A large percentage of losses is the result of overzealousness in business, as well as inability to say no. I know it does seem to the merchant that he has developed into the basest ingrate when he has to refuse credit to a customer who has spent his cash, as well as used his influence for the house, and who only asks for a

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small amount for a short time. But if the party is unworthy of credit say no, even at loss of his business. When a customer proves to you that he is not honest and trustworthy he should not be given a line of credit, except when ample security is offered. Clerks should not be given *carte blanche* in matters of credit, but when application is made should refer same to the head of the firm. Due regard should be given to a man's ability to pay, but the vital part to consider is honesty of purpose, as shown by previous conduct. A limit should be placed upon most accounts and the bookkeeper required to notify credit man as soon as same is reached, whereupon the customer should be required to give additional security.

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We should have a distinct understanding as to when the account is to be paid and have the bookkeeper mail statement on such date, to be followed by others of a more "pressing nature" if not responded to in a reasonable time. All accounts should be closed by note if not paid at maturity and security exacted. This will prevent disputes months afterward and retain the friendship of many who might otherwise become enemies of the store. The local bank can be made a help in collecting notes from your sensitive customers, and will cheerfully do so without cost to you. The average customer knows better how to "stand you off" than the banker, and will pay promptly in order to establish a reputation for debt paying.

A regular collector should be kept and should be sent regularly to see the delinquents, which person will be found to pay better than the best salesman in the house, although his work does not show up so well, and frequently seems to be an unnecessary expense that might as well be dispensed with without material loss.

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At the end of the year charge off all doubtful accounts and turn over same to the collector, with instructions to collect or compromise. In this way they will not be lost sight of by being swallowed up in the new year's business.

Finally, one idea should be borne in mind constantly: COLLECT WITHOUT LEGAL PROCESS.

CATALOGUE HOUSE COMPETITION

looking at it from the standpoint of a jobber, was discussed by R. W. Shapleigh, of the Norvell-Shapleigh Hardware Company, of St. Louis, from which we select the following:

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The first duty of a jobber is to his customer. Why? Well, it's not pure philanthropy on the jobber's part; we need you, we need your trade, we make our money on your business. What injures you injures us. Why should we not help you all we can?

IN ADVOCATING THE LARGEST POSSIBLE PUBLICITY OF THIS CATALOGUE HOUSE QUESTION

I have had in mind the opinion that the customers of the merchants in any certain town do not realize the harm they are doing their community by sending their money and orders to catalogue houses. When they see a catalogue house price that is lower than their merchant's price on any article they are immediately dominated by the intuitive motive of selfishness and greed, and the feeling that they are smart and are benefiting themselves by sending the order to the catalogue house. But are they doing so when the question is looked at in its broader aspect of the good of the whole district? Suppose a considerable number of any community were to adopt this catalogue habit. It is evident that the business of the community would quickly decrease, the ability of the merchant to barter with the farmers of the section would be curtailed. The traveling salesman would "pass the town up," and the trade of the whole section would languish. The welfare of the dwellers in any community is thoroughly mutual, and is founded on the prosperity of all classes. The success of the farmer is necessary to the merchant.

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Mr Corey, taking the retailer's standpoint, ably responded to Mr. Shapleigh's remarks, in the course of which he said:

The business world has at last recognized the injustice of the special favors given four or five large retail houses whereby they are put in position to demoralize and render unprofitable the trade of 25,000 retailers and over 250 jobbers. It is not what they sell that hurts as much as the dishonest methods they employ in quoting extreme prices, often on goods they do not even carry, expecting to substitute brands of unknown origin and character under extravagant guarantee that they well know they will not have to make good, on account of distance, and because their customers are unable to explain by letter and maintain their rights against special men who are employed to use their entire time in avoiding such responsibility and expense. These mail order adjusters, it is said, become so expert that they usually succeed in convincing a complainant that he is the one to blame for any unsatisfactory results, and then by a system of flattery and soft soaping they often sell the same man over again, in spite of former experience. Such consumers as buy on account of being rated at home as deadbeats, chronic kickers, dishonest, etc., will always patronize foreign institutions rather than home, and we don't care if they do. But there are good, intelligent, honest farmers and mechanics who read and learn, who prefer home buying on equal terms, that are sending away for their supplies because

WE HAVE ALLOWED OURSELVES TO BE UNDERSOLD,

and they consider it their privilege to buy where they can do the best. Can any one deny them the right?

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Never in the history of the world has the rule, competition must be met, applied with more force than to-day. The man, woman or child who does not read is a marked curiosity. Nearly every home contains a book from a catalogue house styled "the great price maker." People are advised to refer to them to prevent local merchants from overcharging. On such specialties as are well known and standard, that are sold in every store, an extremely low price is quoted, sometimes even less than the catalogue house cost. Why? To discredit and discourage the local merchant, to make his business unprofitable, to prove their lying assertion that everything they sell is based upon one little, puny margin of profit. To build up themselves by tearing an established business down.

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LET US COMPARE THE TWO SYSTEMS.

The catalogue houses of Chicago claim to employ about 10,000 people. We are told that the wages of 75 per cent. are less than $12 per week; in the city this means bare subsistence. Less than 5 per cent. of the employees are married; they can't afford to be. There is very little chance for advancement and less for development, and yet they say they did $55,000,000 business last year. This would have represented 2200 retail merchants doing $25,000 each. They would employ 10,000 clerks, paying over $15 each.



SECRETARY M. L. COREY.

They would occupy 2200 store rooms, 200 homes, maintained and educated 6000 children, paid 53 times more taxes, 500 times more for local improvement, church and school maintenance.

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Gentlemen, they have already exhausted nearly all their ammunition. I believe we should fight the devil with fire. Let price meet price and proclaim it from the housetops. Don't you feel like a man when you greet your customers and show them goods priced right? Don't you feel humiliated and guilty when you have to explain and apologize? I favor the manly way, but the loss must not rest upon the retailer alone. The jobbers (some of them at least) have flirted with this notorious dame, and now we demand that they step over on our side, furnish us goods at a price that will enable us to sell our customers at a profit, meeting catalogue prices, no matter what they may be.

The following resolutions were offered by J. M. Pittmann:

Resolved, That a vote of thanks is hereby tendered R. W. Shapleigh, of the Norvell-Shapleigh Hardware Company, and M. L. Corey, secretary of the National Retail Hardware Dealers' Association, for the interest they have manifested in coming so far in response to an invitation to read papers relating to the business of the catalogue houses; and it is also

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Resolved, That we recommend to the committee of jobbers and manufacturers who have in charge the catalogue house question that it is the sense of this association that some means should be adopted by which standard brands of Hardware should be kept out of the hands of the catalogue house.

An interesting discussion followed, in which Messrs. Pittmann, Mitchell, Maxey, Corey, Taylor, Graham, Williams, Shapleigh, Stewart and Jackson participated.

MUTUAL INSURANCE.

The Committee on Mutual Insurance reported as follows:

With the limited information at hand we are not prepared to advise the incorporation of a mutual insurance company, but we feel confident that there would be a great saving in premiums if such a company was organized.

We would advise that a committee be appointed to fully investigate the matter and report their findings to the annual meeting in 1905 with some plan for organizing a mutual company if they deem it feasible and advisable. We find that several of the State Hardware mutual companies have been doing a safe and satisfactory insurance business for several years at a saving of 25 to 35 per cent. on premiums and at the same time laying up a safe surplus fund to meet emergencies. We also find that the National Retail Hardware Dealers' Association organized a mutual fire insurance company last year, which is doing a good business. We would advise that our membership take insurance in some one of these companies.

From such information as we are able to obtain we feel safe in saying that the Hardware risks are less hazardous than the average mercantile stocks, while the old line companies are charging us as much or more than the ordinary risk. It is therefore incumbent upon us to seek a way of escape from these exorbitant rates.

The Committee on Resolutions returned the customary resolutions of thanks to those who had contributed in any way to make the convention successful.

ELECTION OF OFFICERS.

The following officers were chosen for the ensuing year:

PRESIDENT, Hamp Williams, Hot Springs.
FIRST VICE-PRESIDENT, Thomas B. Stewart, Newport.
SECOND VICE-PRESIDENT, R. P. Graham, Fordyce.
SECRETARY-TREASURER, C. E. Taylor, Little Rock.

The following committees for 1904-1905 were appointed by President Williams to serve during the ensuing year:

INSURANCE: J. M. Pittman ,Prescott; C. T. Rosenthal, Batesville; R. H. Strong, Ozark; H. W. Patrick, Russellville; L. K. Mandlebaum, Little Rock.

FRATERNAL RELATIONS: J. H. Crouch, Augusta; Manly Fox, Clarksville; L. A. Morgan, Victoria; P. J. Tidwell, Buckner; A. J. Sisney, Atkins.

PROGRAMME: E. P. Gaines, Lake Village; W. A. Jackson, Dardanelle; H. E. McRae, Arkadelphia; J. B. Avera, Paragould; E. D. Bracy, Little Rock.

GRIEVANCES: D. E. Watson, Hamburg; W. M. Harrell, Conway; J. P. Simpson, Malvern; K. G. McRae, Hope; W. V. Hamilton, Clarksville.

TRANSPORTATION: F. C. Stearns, Hot Springs; Robert Conn, Suttgart; R. N. Vail, Morrilton; W. J. Chatfield, Texarkana; J. C. Barlow, Helena.

MEMBERSHIP: E. E. Mitchell, Morrilton; C. F. Wingfield, Hope; W. E. Dean, Portland; C. J. Crane, Batesville; W. E. Watkins, Mena, S. R. George, Magazine; W. T. Avera, Pocahontas; J. B. Hurley, Warren; L. D. Smith, Stephens; C. B. Winburne, Coal Hill; R. P. Allen, Van Buren; W. M. Graham, Clarendon; A. C. Ward, Beebe; J. H. Morgan, Camden; R. F. Roys, Russellville.

TRANSFORMATION OF METHODS IN AMERICA'S STEEL INDUSTRY.

When Mr. Wilson, the inventor of the Carnegie Homestead Steel Works, U. S A., asked Charles M. Schwab to back him in marketing a non-nicotine, "continuous" dry cold-smoke smoking pipe, Mr. Schwab laughed and jocularly remarked: "Invent a 'continuous mill,' Wilson; I'll back you on that." Wilson shook his head. The idea, however, stayed with Mr. Schwab.

In steel mills, the course of the material as it goes through the process of manufacture is normally zigzag. The ore, the molten metal, and the billets are carried by machinery or on cars here and there and back and forth for treatment. The "continuous mill" would be one in which the material would follow an approximately straight line from process to process—the acme of economical handling. It would comprehend a complete chain of mills under one roof, beginning with the furnace in which the crude steel is smelted from the ores and ending with the bins from which the finished product is loaded into cars for shipment—a mill operated entirely by machinery.

When Mr. Schwab became president of the Carnegie Company, he discussed the possibilities of his "continuous mill' with Mr. Carnegie. About this time the company planned to compete in Europe with European manufacturers in the sale of steel bars. Then the bar prices fell, and the company was about to abandon its foreign project as unprofitable, when Mr. Carnegie said: "No, let us build Schwab's continuous mill. If it operates successfully, it will lessen the cost of production almost half. We can then compete anywhere. Never mind the expense of several million dollars. We may be about to revolutionize steel manufacture."

That is how the continuous "merchant-bar" mill came to be erected at the Carnegie Steel Company's plant at Duquesne, Pa., U. S. A. For it was built. The mill is a marvel in every sense. Its main shed is more than a mile long. At the south end is located a furnace. Here is received the ore, dolomite, pig iron and other material, which is emptied into the furnace by huge electric charging machinss. One charging machine is apportioned to from six to twelve furnace pits, operated by a single man. Each furnace is operated by a force of three, while half a dozen laborers complete the entire force of the department. In this furnace the steel is prepared for pouring in liquid form into large ingot molds which are transported, when full, into another department on trains of "buggies," or little flat cars.

These molds are placed in cooling pits. To make place for them, other molds, which have stood there some time, are now removed and transported to the first set of rollors, where the crude ingots are now subjected to their first rolling. These ingots weigh tons each, yet so perfect is the automatic arrangement that but one man is necessary to operate the levers which throw the steel, now considerably reduced in size, across other rollers, an dstill others, to the final "shaping" machinery.

In less than fifteen minutes after leaving the cooling pits the ingot has been compressed into what is technically known as "a shape." This shape now passes through its very last set of rolls and is cut into sections of exactly the same length, size and weight. Each of these sections is known as a bar. This bar is red hot. In this condition it is marked by steel stamps and thus identified for shipment.

The bars, as many as fifty being cut in a minute, must now be cooled and loaded. They, therefore, pass up a ladder-like inclined plane to an elevation of about twenty-five feet. At this point the cooling bins are reached, into which they fall in great confusion. These bins resemble those of a great granary, except that they are built of steel and are perforated. Gallons of water are sprinkled over them continuously. The water and atmosphere quickly cool the newly made bars. The gates of the bins are now thrown open and the whole lot is dumped into steel cars that have been placed directly below. The process of manufacture is now complete.

That the process is economical is obvious, occupying hardly more than an hour after the pouring of the steel from the pits of the furnace. Rush orders have often been received in the Carnegie Company's office at Pittsburg at six o'clock in the evening, and by six the next morning the proper number of bars have been manufactured, loaded and shipped to their destination.

There is a saving, too, in labor. Fewer men are employed in this continuous mill than in any single department of any other Carnegie mill. In transportation also there is saving. Whereas, at Homestead, for example, the hot ingots must be carried by means of steam locomotives, often a half mile through the yard, here they proceed to the rollers direct and reach their destination within a few minutes.

This mill is, indeed, a near approach to the solution of the grave problem of limited operating space that confronts steel manufacturers everywhere to-day. It is a triumph of industrial management.—*World's Work.*

SAMPLE WAREROOMS FOR EXPORT TRADE.

(*From United States Consul-General Guenther, Frankfort, Germany.*)

The astounding rise and spread of Germany's export trade within the last twenty years is chiefly due to the superior mercantile ability of the German manufacturer, exporter and commercial traveler. It is the latter who, owing to his fine social accomplishments, as well as his perfect business training, has been successful in gaining foreign markets at the expense of older commercial nations, such as England, France, Holland, etc., who had possessed or dominated those markets formerly.

The maintenance and increase of her export trade is to Germany a life question.

The Germans are very active in adopting all methods which promise to encourage or aid their export trade; among these the fine sample warerooms which exist at Hamburg, Berlin, Leipzig, Dresden, Cologne, Stuttgart and Frankfort deserve mention, as they have been instrumental in procuring many orders from foreign visiting buyers. These sample warerooms are a special attraction to foreign purchasers, because the latter can there view and compare the products of various leading manufacturers of one line or branch, which is a decided advantage, and, besides, a saving of time and labor.

At these warerooms the exporter's agent is ready to give the buyer accurate and full information concerning best transportation facilities, packing, customs regulations, insurance, etc. It would be desirable if our American manufacturers and exporters, boards of trade, etc., were to inspect these German sample warerooms, where they could receive many valuable hints.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Bainbridge, N. Y.—C. W. Ireland Co.; Hardware; has been incorporated; capital, $16,300. Incorporators: C. C. Hovey, C. W. Ireland, Lucy E. Hovey, Bainbridge, N. Y.

Batesville, Ind.—Meyer Lumber and Hardware Company has been incorporated; capital stock, $40,000; by John Meyer, Frank Meyer and Jacob Meyer.

Beloit, Ohio.—The W. P. Bailey Hardware and Engineering Company has been incorporated with capital of $10,000. The incorporators are: W. P. Bailey, C. R. Oesch, Sarah Bailey and T. L. Stanley.

Berkeley, Cal.—The Driggs-Butterfield Company has been incorporated to conduct a Hardware store. The company has a capital stock of $25,000. The directors are: E. H. Driggs, F. L. Butterfield, C. A. Driggs, R. P. Butterfield and C. W. Dickson.

Canon City, Colo.—The J. M. Wright Hardware and Supply Company has been incorporated; $30,000; J. M. Wright, R. C. Pierce, W. O. Dray; Canon City.

Columbus, Ohio.—The Norwalk Hardware Company has been incorporated with $15,000 capital. Directors: H. C. Breckenridge, president, treasurer and manager; A. G. Yanders, vice-president; Clayton J. Rood, secretary; Cornelia N. Breckenridge and Karl S. Breckenridge.

Connellsville, Pa.—The Schell Hardware Company has been incorporated; capital, $60,000; treasurer, C. D. Schell, Connellsville; directors: C. D. Schell, E. C. Higby, Connellsville; Paul A. Schell, Somerset.

East Chicago, Ill.—Chicago Hardware Company has been incorporated; capital stock, $12,000; by George H. Lewis, David J. Lewis and James Clements.

Elkland, Pa.—Fred Gleason has opened a new Hardware store.

Ft. Gibson, Miss.—The Clarbourne Hardware Company has been incorporated to do a wholesale and retail Hardware business. Capital stock, $25,000. Incorporators: Jos. T. Brake, D. C. Houston, T. R. Warburton and H. M. Brake.

Greensboro, Ala.—Lane Castleman has opened a new store with a complete line of Hardware.

Honolulu, H. I.—Change Chau, who has been working for a number of years in the Hardware store of E. O. Hall & Sons, left for Hong Kong, China, on April 30 last, where he will go into the Hardware business for himself.

Midland City, Ark.—J. W. Bananza has opened a store in the Bottoms and Black Building and will carry a fine line of Hardware and furniture.

Minneapolis, Minn.—Builders' Hardware Company has been incorporated; capital, $25,000; incorporators: Charles Okerstrom, Nels A. Matson and S. Emil Reinehart, Minneapolis.

Poland, Ohio.—The Poland Hardware Company has been incorporated. Capital stock, $10,000.

San Jose, Cal.—The Garden City Implement and Vehicle Company has been incorporated to carry on a wholesale and retail merchandise business as a dealer and importer of Hardware, vehicles, tools, agricultural implements and machinery of all kinds, oils and grease. Capital stock, $15,000. Incorporators: George A. Stephens and Frank G. Allen, of Moline, Ill.; Frank H. Kennedy, of Stockton; E. Coppock, of San Jose and L. B. Snyder, of Oakland.

St. Louis, Mo.—The Schoening Hardware Company has been incorporated to take over the Hardware business of E. E. Schoening & Bro., of 1213 Pine Street. Capital stock, $20,000. The officers of the company are: E. E. Schoening, president; C. A. Schoening, vice-president, and W. L. Schoening, secretary and treasurer.

Telluride, Col.—Telluride Hardware Company has been incorporated. Capital stock, $25,000. Incorporators: F. D. Work, C. C. Lippincott and E. C. Howe, of Telluride.

Toledo, Ohio.—Weslay Morris has opened a new Hardware store at Matamoras, near Toledo.

Changes.

Argyle, N. Y.—E. H. Winchester has broken ground for a one-story store 28x70 feet into which, when completed, he will move his Hardware store.

Bloomington, Ill.—Joseph G. Schwing has disposed of his stock of implements, Hardware and groceries by trade to Charles E. Payne and W. H. Bartlett, who have taken charge of the business.

Buffalo, N. Y.—The bankrupt estate of George L. Irlbacker, who kept a plumbers' Hardware store at No. 533 Main Street, was sold in Bankruptcy Court to Oppenheimer & Co., junk dealers, for $5,000.

Greenview, Ill.—Claude Petrie has sold his Hardware store to Ennis & Ennis.

Greenwood, Miss.—A contract has been let for the erection of a three-story brick and stone building, which is to be the home of the Henderson-Baird Hardware Company. The new structure is to be located on Market Street. The Henderson-Baird building will have a frontage of seventy-six feet and a depth of 120. It will be the largest Hardware store in the State.

Hamilton, Ont.—Wood, Vallance & Co., wholesale Hardware merchants, of this city, are starting a branch at Nelson, B. C., and Alex. Leith, of Hamilton, is going to look after the office department of the business.

Iowa City, Iowa.—W. S. Thomas, of Lichty & Thomas, has purchased his partner's interest in the firm which he will continue under his own name. The firm was organized in 1886 after succeeding Pryce & Thomas, which began business in 1876.

Kansas City, Mo.—H. M. Clime & Son have sold out their Hardware store to S. Chase, who will continue the store at the same location.

Kingston, Pa.—A. J. Roat has commenced the erection of his new Hardware store at the Kingston corners.

Krum, Texas.—J. A. Reeves, trustee appointed to dispose of the bankrupt stock of Hardware and groceries formerly owned by Kyle & Faison, has sold the same to M. Doorak, of Denton, Texas.

Lisbon, Ohio.—B. S. Young has disposed of his Hardware store and will quit the business.

Marion, Ind.—The Marion Hardware Company has increased its capital stock from $12,000 to $50,000.

Mohomet, Ill.—W. H. Holzer has sold his Hardware store to J. O. Ralburn, who will take possession at once.

Moline, Ill.—Anton E. Froyd has sold his share in the Hardware store to his partner, C G. Alsene, who has already taken charge.

Mt. Vernon, N. Y.—The firm of White & Ludlum, of S. Fourth Avenue, who succeeded the late Robert Cooke in the Hardware business, has been dissolved by mutual consent, Mr. Ludlum retiring from the firm, the business to be continued by Mr. White. This firm has been most successful during the last year and have built up a lucrative business and made many friends.

Napoleon, Ohio.—The Utz stock of Hardware on South Perry Street, was disposed of by John C. Ragan, assignee, to James Burke, and has been opened to the public with John P. Utz as manager.

New York, N. Y.—J. E. Haviland, formerly associated with Warner & Haviland, of No. 23 Warren Street, has severed his connection with that firm and has launched a new business with Benjamin S. Alder, at No. 37 Warren Street.

North Adams, Mass.—The firm of Alderman & Carlisle has purchased the C. J. Blackstone Hardware store in Springfield.

Oswego, N. Y.—The Smith Hardware Company has extended its business and is now engaged in the sale of doors, sash and blinds. The company occupies the two-story stone building in the rear of its store in East Bridge Street for this line of goods. It is one of Oswego's most progressive and prosperous business firms.

Parishville, N. Y.—Howard Gelbert has moved his stock of Hardware into his new store on Flint Avenue.

Saratoga, N. Y.—The Hardware business of Fred. W. Gardner has been sold to J. H. Barwell, of Glens Falls, and L. N. Bessitte, of Orwell, Vt. Mr. Gardner will become the manager of the Saratoga Extract and Chemical Company.

Scalp Level, Pa.—S. S. Crissman, formerly of Johnstown, has purchased the Hardware store of T. P. Bantley. With Mr. Crissman in the new enterprise is Matt Hindman, of Windber.

Scranton, Pa.—The Hardware store and plumbing business conducted heretofore by Jones & Lewis on Main Street will be known in the future as the Jones' Hardware Company, owing to the death of the late Morgan D. Lewis.

Seneca, Mo.—G. W. Williams purchased the Winkler Hardware stock and building of E. R. Murphy, who traded for it a short while ago.

Tampa, Fla.—The Tampa Hardware Company have moved their stock into the Friebele block, at the corner of Franklin and Polk Streets.

Toronto, Can.—The Whitten, Drummond Company have taken over the business of the late W. J. Whitten, 173 King Street.

Watertown, N. Y.—Stanley E. Hunting, president of the Hunting Company, wholesale dealers in Hardware and plumbers' supplies, has purchased the stock and fixtures of A. Kellough, of Gouveneur.

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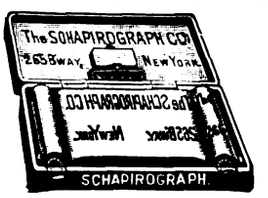
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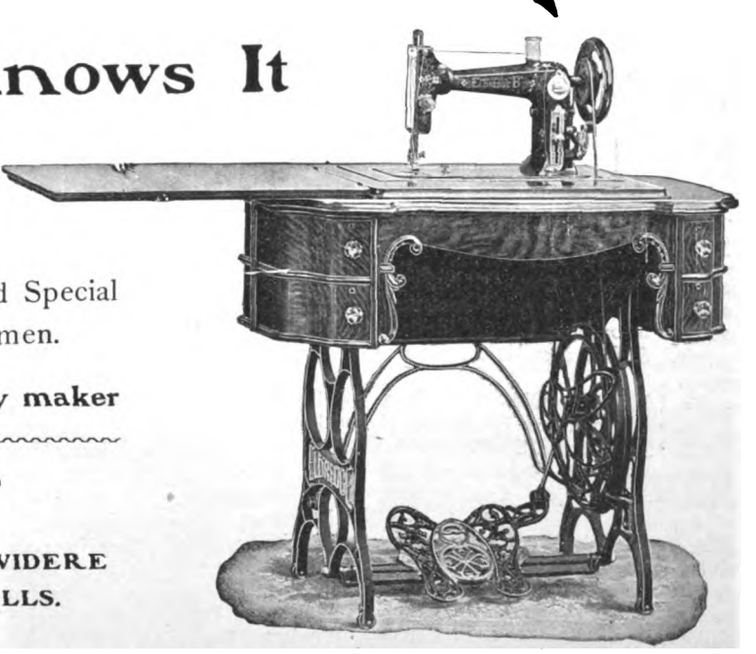
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NATIONAL SEWING MACHINE COMPANY

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Alexandria, Ind.—The Heart Metal Wheel and Gear Company has been incorporated with a capital of $10,000. The directors are: S. G. Phillips, J. F. Merker, J. G. Brannum and Charles Heart.

Boston, Mass.—The O-So-Ezy Company has ben incorporated—Hardware Polishers. Capital stock, $30,000. Incorporators: Alfred Nickerson, president, and Mabel Nickerson, treasurer.

Buffalo, N. Y.—Automatic Roller Window Screen Company has been incorporated. To manufacture window screens. Capital, $50,000. Incorporators and directors for the first year: William Thompson, William H. Brace, Charles Newton, Buffalo.

Camden, N. J.—Pennsylvania Metallic Packing Company, 417-419 Market Street, has been incorporated. Capital, $30,000. Incorporators: D. H. Stewart, H. P. Dowler, A. C. Read. Objects—To manufacture and deal in metallic or other kinds of packing of whatever description.

Davenport, Iowa.—The Simplex Washer Company has been incorporated. The incorporators are: Peter Dittmer, president; Peter Bendixen, vice-president; B. J. Evers, Alfred C. Mueller and Paul Meyer, secretary. The company is capitalized at $20,000.

David City, Neb.—The Barker Manufacturing Company has been incorporated. The company will manufacture and sell garden and farm implements. It has an authorized capital stock of $15,000. The incorporators are: C. I. J. Barker, John M. Zets, John F. Zeilinger, Elmer Williams, R. C. Roper and Charles Stoops.

Grand Rapids, Mich.—The Grand Rapids Saddlery Hardware Manufacturing Company, organized in this city last winter, has been incorporated. Capital is $20,000. The stockholders are: C. W. Begole, W. A. Ladd, John Sehler and C. W. Thomas.

Jersey City, N. J.—The Empire Bung Lock Company has been incorporated. Capital, $125,000. Incorporators: Paul Zubille, Conrad Miller and William Meaklin. The company will manufacture locks, keys, etc.

Kansas City, Mo.—The Western Knife Co. has been incorporated with a capital of $20,000. R. M. Clark president; M. B. Freshman, vice-president and manager and A. M. Clark, secretary and treasurer.

Madison, Wis.—The Huber Manufacturing Company, of Chicago, a hay tool company, has been incorporated under the laws of Wisconsin. S. E. Barlow is treasurer of the company.

Marysville, Ohio.—The Ohio Stove Company has been incorporated by George E. Prosser, J. G. Reynolds, W. S. Weston, Anna T. Prosser, Mary A. Reynolds, W. D. Weston and W. S. Stanley. Capital stock, $5,000.

Memphis, Tenn.—The Southern Handle Company has been incorporated. The capital stock of the company is placed at $75,000. The incorporators are: M. R. Grace, B. L. Mallory, T. C. Guinee, I. F. Peters and A. W. Biggs.

Milwaukee, Wis.—Playsteed Tool Company has been incorporated; capital, $5,000; incorporators: Frank W. Playsteed, Hugo Krautlein and C. G. Woolcock.

Mobile, Ala.—The Mobile Stove and Pulley Manufacturing Company has been incorporated. The incorporators are: William, Harry, Lucy and Ernest Edgar and Edgar and Alfred Edgar, of Manchester, Agar and Alfred Edgar, of Manchester, England. Capital stock, $50,000. The company purposes doing a general iron and metal manufacturing business.

Nashville, Tenn.—The Gonce Lock and Manufacturing Company, of Hamilton County, has been incorporated, with $5,000 capital stock, the incorporators being J. W. Gonce, John L. Gonce, F. L. Gonce, Dora Gonce, and C. W. Taylor. Besides locks the company will manufacture shelf hardware and all useful and ornamental articles of metal or wood or both combined.

Oklahoma City, O. T.—The Oklahoma Safe & Lock Company has been incorporated, with $600 capital stock. Incorporators: Gus Taliaferro, V. K. Taliaferro, W. J. Pettee and George A. Hunter, of Oklahoma City.

Palmyra, N. Y.—George F. Barron, of Palmyra, Anna Crowley, of Buffalo, and Fabian Hedges, of Rochester, have formed a partnership as the G. F. Barron Cooler Company, to manufacture sanitary coolers for water and other liquids, at Palmyra.

Phoenicia, N. Y.—Kent Screen Company has been incorporated. Capital, $1,000. Directors: E. J. Fenn, R. H. Fenn and C. K. Fraser, of Brooklyn.

Piqua, Ohio.—The stockholders of the Blaine Harrow Company have recently organized and have elected Earl Nutt, secretary, and E. E. Nutt one of the directors.

Raritan, N. J.—The Raritan Paint Mill has been incorporated. Capital stock $10,000. To manufacture and sell paints. Incorporators: Thos. Maurice, Alfred L. Malabre and Chas. Malabre.

Richmond, Va.—The Continental Stove Company has been incorporated, to consolidate the Southern Stove Works of Richmond, and the W. J. Loth plant, of Waynesboro. The deal means practically the absorption by the Richmond concern of the immense Waynesboro factory. The consideration was $300,000.

Salem, Ohio.—The Metal Specialty Company has been incorporated. Capital stock, $1,000. Incorporators: W. J. Clarke, W. H. Clarke, I. A. Clarke, L. B. Clark, K. L. Coburn.

Springfield, Mass.—The Universal Tool Company has been incorporated. Capital, $60,000. President, Francis J. Millea; treasurer, M. J. Carroll.

Steubenville, Ohio.—The Rhodes Manufacturing Co. has been incorporated. To manufacture several patented articles, principally Window Appliances. The capital stock is $500,000. Incorporators: Chas. M. Rhodes, Hugh P. McGowan, Mortimer S. Gillett, Robert I. Scott and E. DeWitt Erskine. The company expect to manufacture their articles in Steubenville.

Wilmington, Del.—The Emerson Manufacturing Company has been incorporated. To manufacture gasolene lamps and stoves. Capital stock, $250,000.

Windsor, Ontario.—The Walker Steel Range Company has been incorporated, with a capital stock of $75,000. The directors of the company are: H. D. Walker, J. A. Straith, A. Stoll, D. B. Fisher and William Horne.

Changes.

Anderson, Ind.—The Neely-Ralya Saw and Knife Company, of Greenville, Ohio, has moved to this city and occupy new brick factory buildings.

Binghamton, N. Y.—J. K. Innes and John Demarest are soon to erect a large factory for the manufacture of stoves and furnaces. The plant will consist of several brick buildings, all of them being one story high. The company will employ 100 men to start with, all of them being skilled mechanics. They have for several years conducted a business in furnace and heating appliances but heretofore have had all of their wares made out of the city.

Canton, Ohio.—The Bucher & Gibbs Plow Company will erect a new building to replace the old one which burned down several months ago. The building will be 156 feet long, 30 feet wide and three stories high.

Columbus, Miss.—D. R. Saunders, of Birmingham, proprietor of the Standard Stove Works, of Fort Payne, Ala., announces that the total amount necessary to be subscribed by local capitalists to remove that enterprise here has been raised, and this industry will be in operation here not later than September 15.

Columbus, Ohio.—The James Ohlen & Sons Company will erect a two-story brick factory building on the Neil switch, between Buttles and First Avenues, to cost $3,000. The building will be used as a factory for saws and is near the present plant.

Council Bluffs, Iowa.—The E. Children's Sons Manufacturing Company has increased its capital stock from $60,000 to $200,000. The announcement is made from the firm that it will soon largely augment the capacity of its plant by the construction of an addition 40 by 160 feet in size. An implement factory belonging to E. G. Anderson will be moved here from Omaha and consolidated with the Children plant, Mr. Anderson having become a stockholder in the company. The company has been engaged in the manufacture of cultivators, while Mr. Anderson has been making hay tools at Omaha. After the plants are united, all these articles will be manufactured here.

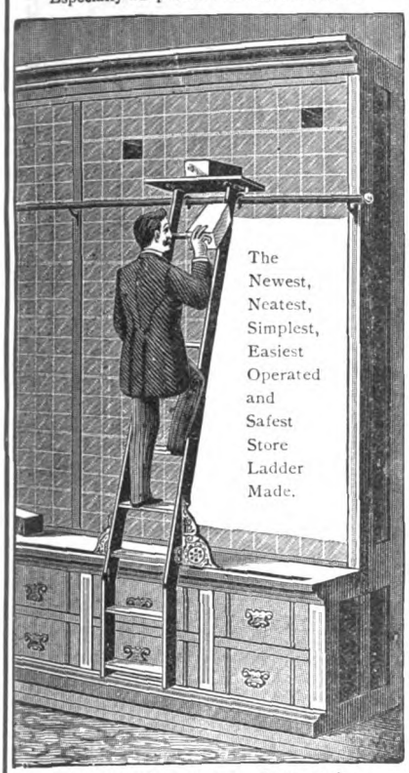
Huntsville, Ala.—The Bridgeport plant of the Southern Handle Company will be removed at an early date to Memphis.

Knightstown, Ind.—The Hussey Mower Company has completed the erection of a plant for the manufacture of agricultural implements.

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Ask about the new noiseless track.
Highest award World's Fair.
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THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

TRADE NOTE

Norfolk, Va.—The plant of the Norfolk Cutlery Company was sold to the H. W. Rodgers Plating Company, of New Jersey, and the price paid was $14,900. The Norfolk Cutlery Company will now settle up its affairs and the H. W. Rodgers Company take charge. The mill will be managed as at present.



GEM FOOD CHOPPER

We have been doing some very effective advertising of Sargent's Gem Food Choppers but we are planning to make the advertising of the coming fall and winter even more effective than any we have heretofore done, with the idea of impressing on the mind of every housekeeper the fact that the Gem is needed in her kitchen.

You should make the Gem one of your leaders, there is profit in it and we help you sell it by our general advertising and by furnishing you with helps for your local advertising.

Ask your jobber about the Gem.

HALL STAND HOOKS



These Hooks are intended not only for Hall Stands, but for Restaurants, Hotels, Barber Shops, Lodge Ante-Rooms, &c. The cut shows one of a number of patterns we make—some in solid bronze and some in iron. Notice that there is a hook for the coat and one for the hat; other styles are made double, two hooks for coats and two for hats. They are nicely finished goods that will sell if displayed and brought to the attention of prospective purchasers.

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BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
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BLACK SILK STOVE POLISH



Its Brilliant, Lasting Blackness Sells It

For twenty years it has been the staple stove polish. Put up in paste or liquid form.

We will be pleased to mail you particulars and price lists of Black Silk Stove Polish, Black Silk Range Gloss and White Silk Metal Polish.

These goods are not sold to Mail Order Houses. Your Jobber has it.

Black Silk Stove Polish Wks.
STERLING, ILL.

Don't Pay For The Black Kid

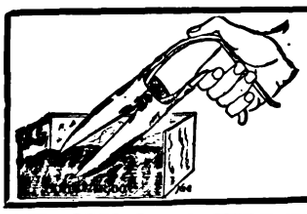


STOVE POLISH
if not the best you ever used.

If we did not have absolute confidence in the Polish we certainly could not afford to give this guarantee. The only Turpentine polish on the market. Put up in 5 lb. cans.

Ask for Booklet and Prices.

NICKLE PLATE STOVE POLISH CO.,
CHICAGO, U. S. A.



Olinger's Dibler and Transplanter and Fertilizer

For inserting dry or liquid fertilizers, transplanting, inserting, or removing plants. Made of the best sheet steel. The handiest specialty on the market for Farmers, Gardners and Florists

Sells on sight with good profit to dealer.

On exhibition at World's Fair. Ask for circulars and prices.

JOHN J. OLINGER, 1328 Webster Avenue, New York



MR. HARDWARE DEALER :

We might take this space in giving a detailed description of

THE FOUR-LEAF CLOVER CREAM SEPARATOR

but this would not tell you why it will be to your individual interest to investigate further. Extensive and interesting advertising in the best mediums is creating a demand from dealers that is simply phenomenal, and the tide will rise higher and higher. We will regard it a personal favor if you will write us for detailed information as to the merits of this Separator and its virtue as a money-maker for you.

PLYMOUTH MFG. CO.,
Dept. 4, Plymouth, Ohio.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Akron, Ohio.—The Akron Dental Rubber Company, recently formed, has purchased the Rubber Company in South Akron, and will take possession at once. It is expected that the concern will be established and operating by August 1. The plant was purchased from the American Hard Rubber Company, and the purchase price was $65,000. The new company will make rubber specialties. A new golf ball, for which Arthur C. Squires, of this city, controls the patent, will also be made. The officers of the company are: G. W. Aultman, president; A. C. Squires, vice-president and general manager; W. B. Aultman, secretary and treasurer.

Baltimore, Md.—Larimore Top Co. has been incorporated, with $15,000 capital stock.

Boston, Mass.—Globe Tire Company has been incorporated. Capital, $2,000. President, Fred L. Hall; treasurer, Joseph S. Holiday.

Brooklyn, N. Y.—The Charles Sefrin Motor Carriage Company has been incorporated to succeed Charles Smith. Capital stock, $30,000.

Chicago, Ill.—Auto Car Equipment Company has been incorporated, with $6,000 capital stock.

Detroit, Mich.—The Reid Manufacturing Company has been incorporated. Capital stock, $50,000.

New Brunswick, N. J.—Conover-Bernhardt Company, 36 Albany Street, has been incorporated. Capital, $50,000. Incorporators: Andrew J. Conover, Jacob Bernhardt, George Bauer. Objects: To deal in sugar, confectionery, ice cream and also to buy and sell toys, bicycles and merchandise generally.

Newark, N. J.—Tourist Motor Company has been succeeded by the Breeze Motor Manufacturing Company, who have incorporated with $10,000 capital.

New York, N. Y.—The St. John Rubber Tire Company has been incorporated, with $50 000 capital stock.

Pueblo, Col.—The Pueblo Automobile Company has been organized by Albert Marksheffel.

St. Paul, Minn.—The Armac Motor Cycle Manufacturing Company has been incorporated. Capital stock, $20,000. The demand for the Armac Motor Cycle has been so great that they have been compelled to increase their facilities to three times their former capacity.

Waterbury, Conn.—The Randolph-Clowes Company has been incorporated. Capital stock, $500,000.

Woonsocket, R. I.—Chas. A. Proul has opened a new bicycle store at 46 Main Street. He will carry a fine line of bicycles. He has secured the agency for the Reading, Standard and Le Roy makes. He will also carry a full line of bicycle and automobile sundries.

Xenia, Ohio.—Elmer Burdg and Adna Crow have formed a partnership in the bicycle business and will locate at the Gallagher Supply Store.

Changes.

Auburn, N. Y.—Auburn Ball Bearing Company has moved to 18 Commercial Street, New York City.

Oakland, Cal.—Brown & Horner moved to 315 Eighth Street.

Charleston, S. C.—The Palmetto Novelty Company has sold out to Bissonette Bros.

Chicago, Ill.—Automobile Supply Company have moved from 19-21 La Salle Street to 1339 Michigan Boulevard.

Chicago Ill.—Greer Automobile Company has moved to 1421 Michigan avenue.

Chicago, Ill.—Ralph Temple Automobile Company has moved from 293 to 309 Wabash avenue.

Cleveland, Ohio.—Auto Accessories Company have moved from 531 Citizens' Building to 99 Mueller Street.

Cleveland, Ohio.—The American Automobile Company have absorbed the businsss of the American Motor Carriage Company. The capital stock of the new company is $50,000.

Detroit, Mich.—The firm of Hammer-Somer Auto. Carriage Company has been dissolved.

Evanston, Ill.—T. S. Ellithorp and M. W. Burt have purchased the business formerly conducted by John Hanson and will operate the same at 1,834 Maple Street, under the firm name of Evanston Auto. Company.

Indianapolis, Ind.—Gibson-Short Cycle & Automobile Company will move to 238 Massachusetts Avenue.

Fresno, Cal.—E. B. & G. S. Waterman have purchased the automobile business of Gregory & Co. and will conduct the same under the name of Waterman Bros.

Galesburg, Ill.—The Western Tool Works of Chicago is being transferred to Galesburg and will occupy the old plant of G. W. Brown & Co. The capital stock of the company has been increased from $50,000 to $200,000. It will start with over 100 hands, and will do a general manufacturing business, including automobiles.

Jersey City, N. J.—The firm name of the Old Colony Rubber Company has been changed to Neponset Rubber Company. Capital placed at $125,000. Incorporators: Charles N. King, La Grande Bouker, and W. Mondes Greene.

Milwaukee, Wis.—The Specialty Manufacturing Company has been bought out by the Wisconsin Foundry & Steel Company, who will remove the plant to Cedar Grove, Wis.

Newark, N. J.—H. J. Koehler Sporting Goods Company has removed from Broad Street to 239-241 Halsey Street.

New York, N. Y.—A. Futterman has purchased the New York Coach and Lamp Company.

New York, N. Y.—C. A. Duerr & Co. have been succeeded by The Duerr-Ward Company, a corporation, at 152 West 38th Street. The officers of the new company are C. A. Duerr, president; and F. A. Ward, secretary-treasurer.

New York, N. Y.—John S. Leng's Son & Co., of No. 93 Reade Street, has purchased the stock of bicycle sundries formerly carried by the M. Hartley Co., of No. 313 Broadway.

New York, N. Y.—The Auto Supply Company has removed to 1662 Broadway.

Potsdam, N. Y.—J. A. Norman has removed his shop to Water Street, where he will do bicycle repairing.

Sandusky, Ohio.—The Ohio Motor Company has increased its capital stock to $100,000. H. C. Strong is president of the company.

San Francisco, Cal.—National Automobile Company has been absorbed by the Pope-Toledo Touring Car Company.

San Francisco, Cal. — The Oldsmobile Company of Southern California, has sold out to Pioneer Automobile Company, also of San Francisco.

San Francisco, Cal.—The Pioneer Automobile Company has increased its capital stock to $200,000.

San Francisco, Cal.—The San Francisco branch store of the Diamond Rubber Company has been removed from 8 Beale Street to 608 Mission Street.

Searsport, Me.—The name of the National Automobile and Motor Company has been changed to Monroe Engine Company, with offices at 19 Harvard Place, Boston, Mass.

Tarrytown, N. Y.—The $300,000 plant erected by the Mobile Company of America has been purchased by a newly organized company called the Maxwell-Briscoe Motor Company, which has a paid-in capital of $500,000. The Maxwell-Briscoe Motor Company will make automobiles and motor boats for pleasure and commercial purposes.

MANUFACTURERS RECORD.

Continued.

New York, N. Y.—The New York Knife Company has reduced its capital from $1,000,000 to $500,000.

Norfolk, Va.—The Norfolk Cutlery Works were put up at auction on June 6th and bid in by W. H. Rodgers Company for $14,900.

Pittsburg, Pa.—The Pittsburg Stove and Range Company will erect a two-story iron clad building in Preble Avenue, to cost $6,000. It is intended to erect a $50,000 building in the Preble Avenue vicinity, where all the stove works will be located, with the exception of the one at New Castle, which will remain a separate existence.

Port Huron, Mich.—The Port Huron Saw Company has consolidated with the Steel & Screw Company and is now moving its equipment to the part of the steel and screw plant recently vacated by the shafting department.

Rome, N. Y.—For the purpose of doubling its output of dairy machinery, the Dairy Machinery & Construction Company has purchased the plant of the Birmingham Brass Company of Shelton, Conn., where it will have greatly increased facilities.

South Bend, Ind.—Collmer Bros. have moved into their new factory. It is a building 37 by 81, two stories high and located on Taylor's field. The new factory is to be utilized solely for the manufacture of tools and parts, and is called their tool plant. Their office and the retail and wholesale part of the business will be conducted at their old stand as before.

Vermillion, Ohio.—The Duplex Stamping Company have decided to locate in Vermillion. The company manufactures screen door hinges, latches, cupboard catches and a large line of specialties.

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THE NEW

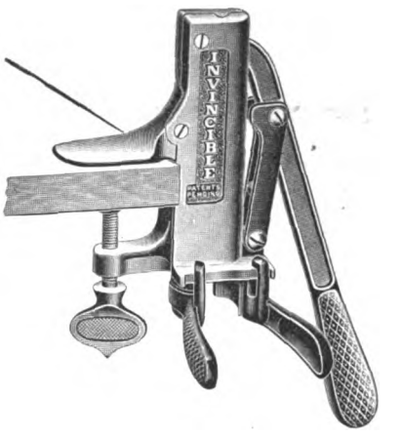
"INVINCIBLE"

Patent Cork Puller

WITH SELF-CENTERING SAFETY BOTTLE GRIP

QUICK ⁘ STRONG ⁘ RELIABLE

Draws and strips cork in one single operation of handle. No cork can ever remain inside. No mistake possible in operation. No tearing of corks. No breakage of screws or bottles. Made in both nickel plate and bronze finish.



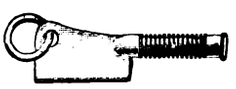
HUGO REISINGER, Manufacturer
11 Broadway, NEW YORK

BEST BAR PULLER MADE

A 2-Cent Stamp

sen us will bring you all particulars about

DAVISON'S MINIATURE TOOLS





SOLD ON CONSIGNMENT

Such is their salability that we sell them that way, to be returned at our expense if not sold.

25c Each; $2.00 per doz.

Davison Mfg. Co.
112 FRONT ST.,
Brooklyn, - N. Y.

PUT IT WHERE IT'S GET-AT-ABLE.

Customers are attracted by the handsome show card on which these Punches are displayed and the accurate make and beautiful finish of this little necessity sells them on sight.

Retail Price, 25c.



The National Card Punch

A convenient Punch to carry on the key chain for marking Books, Cards, Tags, Poultry, etc. Sample by mail to trade on request.

MATT REDLINGER, - FREEPORT, ILL.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. ⁘ WORCESTER, MASS.

GALVANIZING SMALL ARTICLES.

An improved method of galvanizing small articles, such as nails, screws, tacks, rivets, washers, etc., is now being brought to the attention of manufacturers. Representatives of the International Specialty Company of San Francisco, Cal., are now in New York, at the Marlton Hotel, 5 West Eighth Street, for the purpose of introducing an apparatus invented and patented by George Porter, an expert galvanizer. This apparatus, it is claimed, will be the means of placing on the market a number of galvanized goods which are not now carried in stock.

In the old method of galvanizing, the articles are placed in perforated dippers or baskets, dipped into a tank of molten zinc, left there till brought to the same temperature as the zinc, then taken out and shaken into an inclined chute leading to a water tank, leaving a large quantity of surplus metal adhering to the articles. the case of small articles, a large percentage of them will remain stuck together in bunches. The articles when taken out of the water are sifted in sawdust to dry them and the bunches of stuck articles are picked out. By this method it is almost an impossibility to produce a satisfactory galvanized wood screw, for the reason that the slot and the thread are filled up with surplus metal. Washers are also difficult to galvanize, owing to the large amount of flat surface on them and the liability of their sticking together. The water cooling also has a bad effect on the metal of which the articles are manufactured.

By the Porter method, as described by the inventor, the articles, after being dipped in the molten zinc, are thrown into the hopper of a machine which does the rest. It handles anything from a small tack to a 60-penny nail at the rate of from 2,000 to 3,000 pounds per hour, and a boy can run it. It removes all unnecessary surplus metal, cools without coming in contact with water and delivers the articles into kegs or boxes ready for shipment with one operation. Its work is done so quickly that it allows the galvanizer to use his metal at a lower degree of temperature, and hence a less amount of dross is produced and the life of the metal tank is prolonged. The cooling process is so gradual that the temper of the metal is not affected, leaving it in its original soft and malleable condition. The advantages of such a process on such articles as clinch or boat nails and rivets can easily be seen. On screws the zinc is so evenly distributed that the thread and slot in the head are left perfect.

This process, it is claimed, will cheapen wire nail galvanizing to such an extent that all wire nails can be galvanized. The galvanizing of nails will greatly increase their holding power, at the same time making them absolutely rust proof, so that they can be shipped to any part of the world or kept in stock for any length of time without fear of becoming rusty or damaged by dampness.

This apparatus is not a matter of experiment, one of the machines having been in practical operation for some time in the Porter Metal Works, San Francisco.

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Business Opportunity.

HARDWARE BUSINESS FOR SALE. $9,000 to $11,000, located midway between New York & Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owners desire to retire. Write for particulars. Address Hardware and Stoves, care of HARDWARE PUBLISHING Co., New York, N. Y.

WANTED TO PURCHASE, Bankrupt Stocks or Discarded Patterns, and, in fact, anything in the Hardware, Paint or Stove line. Bael's Hardware Store, Trenton, New Jersey.

Agency Wanted.

THE PUBLISHERS OF HARDWARE want Agents everywhere to solicit subscriptions. We pay liberal commission and in many ways assist our representatives in getting business.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Salesman Wanted.

SALESMAN calling on the Hardware trade and general merchants in the following states: Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Texas, Mississippi, Louisiana, Tennessee and Kentucky to handle cartridges on commission basis of 5 per cent. A. R. S., care HARDWARE.

WANTED—A competent salesman to sell splendid specialty to jobbing trade and retail trade. Jobbing trade preferred. Good seller. C. A. Peck Hardware Co., Berlin, Wis.

WANTED—A salesman experienced in Hardware, Stoves and Housefurnishing Goods. Fine opening with a good house for the right man. Best references required. Day & Holt, Catskill, N. Y.

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING Co.,
309 Broadway, New York

Business Opportunity.

You can keep up-to-date in business methods, prices, and everything else pertaining to the Hardware business, by reading each issue of "HARDWARE" carefully. **$1.00 for 24 Numbers.**

For Sale.

50 new cold weld seamless steel pressure tanks (20 gallons capacity, tested to 200 lbs) each complete with double acting liquid or air pump, valves and pressure gauge; guaranteed to be in perfect condition—never used; cost each $25; will sell the lot $12 each. Address "A. P." HARDWARE.

STOCK of Hardware, Stoves, Etc.—Located on one of Cleveland's principal streets and about two and one-half miles from center of city. Stock about $3,500, business $8,000 to $10,000 per annum. A good business and one we can recommend. Especially for a German. For particulars, address The McIntosh Hardware Corp'n, Cleveland, Ohio.

THE HUDSON STOVE WORKS (including machinery, tools, patterns, etc., etc.), situated in the City of Hudson, N. Y., opposite N. Y. Central & Hudson River R. R., also Boston & Albany R. R. freight depots and within 100 yds. of the N. Y. & Hudson Steamboat docks on the Hudson River (shipping facilities not to be surpassed); will be sold cheap, on easy terms. For particulars address
H. F. DERNELL, Athens, N. Y.

HAVE CONFIDENCE IN YOUR OWN ABILITY.

Unless you push yourself forward others will push you back. If you never try to do more than you have always done, you will never know how much you can do. Success will only smile on him who proves himself brave.

Believe in yourself. That is the way to make other people believe in you, and it is the way to become what you want to be. It is the people who have believed thoroughly in themselves and their missions who have made the world believe in them. Napoleon was a great general because it never occurred to him that he could lose. Luther changed the thought of Europe and the history of the world because he believed so thoroughly that he was right that nothing could daunt him. Columbus gained the support of a queen and found a world because his belief in himself inspired confidence in others.

One of the chief reasons why men fail in life is not for lack of talent or opportunity, but wanting pluck and perseverance, they halt at critical moments in the journey and are lost. Those who have reached the pinnacle of fame or who have accomplished wonders and great deeds, have done so by heading for the unknown shore, and, like Columbus, "sailing on," with no thought of turning back or abandoning the pursuit of the object sought to be attained.—*Salesmanship.*

THE FORMATION OF BOYS' GUN CLUBS.

From various sections of the country comes the welcome news that Boys' Rifle and Gun Clubs are being organized. This movement to instil both a love for the great "out-of-doors" and teach the "young idea how to shoot" is a most gratifying and wholesome tendency, and worthy of emulation wherever possible.

Give your boy a chance to enjoy nature by giving him a definite object in view. The average youngster is cooped indoors entirely too much—he of necessity requires a constitution that will stand him well in the wear and tear of life, and cannot do better than to roam the fields armed with a reliable firearm.

Again, the happy comradeship of a congenial gun club, tempered with the discipline the target shooting involves, makes a man out of the average boy. Shooting at a target brings back the rosy color of the cheeks, promotes a clear mind and vigorous health and inculcates such invaluable qualities as decision of character, deliberation and self-control.

The eminent Canadian publicist and statesman, Prof. Goldwin Smith, declared not many months ago, that "schoolchildren are being unduly rushed in their studies, and that the cramming system of endeavoring to impart knowledge is most detrimental to their health." Other trained observers and prominent educators have recorded themselves in the same positive tones, and the famous makers of Stevens rifles, pistols and shotguns, the J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are pioneers in lending their vigorous co-operation and alert efforts to the great gun education movement which is galvanizing into activity the latent desire of every American boy to "own a gun and learn to shoot." The wise father encourages this healthy sign of the times, and Boys' Gun Clubs, Cadet Companies, etc., are more and more becoming an established reality.

The 1904 illustrated book of Stevens Facts (136 pages with colored cover design by A. B. Frost) describes the wide range of Stevens products, and embodies detailed information relative to shooting, ammunition, the choice of a firearm, proper care of same, etc., etc. Will be mailed anywhere for four cents in stamps to cover postage.

NATURAL SOAP FROM A TREE.

The Leicester Hosiery Trade Journal contains an account of an enterprise in Algeria to manufacture natural soap on a large scale from a tree known as "Sapindus utilis." This plant, which has long been known in Japan, China, and India, bears a fruit of about the size of a horse-chestnut, smooth and round. The color varies from a yellowish green to brown. The inner part is of a dark color, and has an oily kernel. The tree bears fruit in its sixth year and yields from 55 to 220 pounds of fruit, which can easily be harvested in the Fall. By using water or alcohol the saponaceous ingredients of the fruit is extracted. The cost of production is said to be small, and the soap, on account of possessing no alkaline qualities, is claimed to be superior to the ordinary soap of commerce.—Frank W. Mahin, Consul, Nottingham, England, May 4, 1904.

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TRADE MARKS, TRADE NAMES BRANDS CLASSIFIED LIST

BELLS

"STERLING"

N. N. HILL BRASS CO.

EAST HAMPTON, CT.

BLOCKS, TACKLE

REGISTERED TRADE MARK

BOSTON & LOCKPORT BLOCK CO.

Boston, New York, Lockport.

CAN OPENERS

TRADE "COLUMBIA" MARK

A. F. Meisselbach & Bro.

NEWARK, N. J.

CUTLERY

TRADE UN-X-LD MARK.

POCKET KNIVES

NORTHFIELD KNIFE CO.
Northfield, Ct.

FLY KILLERS



"BIGELOW" FAULTLESS WIRE FLY KILLER

Worcester, Mass.

GLASS CUTTERS

"STANDARD"

W. L. BARRETT

BRISTOL, CT.

HARDWARE

RE Co

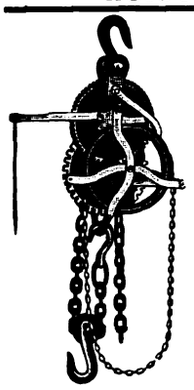
RUSSELL & ERWIN MFG. CO.
NEW BRITAIN, CT.

HARDWARE SPECIALTIES

Shoe Daubers, Russet Shoe Polishes, Towel Racks, Boss Dust Beater, Stove Polishing Mittens, Milk Strainers, Mop Sticks, Thill Supporters.

PARKS & PARKS
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BAILEY'S PORTABLE HOIST

JAMES P. DUNN, Mfr.
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"LAVA" AND "VOLCANIC" Enameled Cooking Utensils.

THE CLEVELAND STAMPING & TOOL CO.
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AUTOMOBILE and CARRIAGE JACKS

JERSEY BRAKE CO., Inc.
NEWARK, N. J.

LUBRICANTS

Snow Flake Axle Grease
AND
Snow Flake Coach Oil
MANUFACTURED BY
SNOW FLAKE AXLE GREASE CO.
FITCHBURG, MASS.

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FINE TOOLS and HARDWARE SPECIALTIES

SAWYER TOOL MFG. CO.,
FITCHBURG, MASS. U. S. A

PATTERNS



The Gobeille Pattern Co. Cleveland, Ohio.

PIPE CUTTERS

TRADE B MARK REGISTERED

BARNES TOOL CO.
NEW HAVEN, CT.

PUMP BUCKETS



"STAR" Pump Bucket.

HENRY C. FRESHOUR.
Bridgeport, Conn.

REFRIGERATORS



BALDWIN DRY AIR Refrigerators Cat. No. 46

BALDWIN Refrigerator Co
246 Lake St.
Burlington. Vt.

RUST PREVENTATIVES



"Three in One" LUBRICATES

Prevents Rust
Cleans and Polishes

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145 Broadway
New York

SASH PULLEYS

"NORRIS"
SASH PULLEYS
TRADE MARK REGISTERED

FRANK B. SLOAN & CO.
BALTIMORE, MD.

SCREW PLATES

Holroyd & Co.

ESTABLISHED 1847

Stocks and Dies, Screw Plates, Taps and Dies for all use.

WATERFORD, N. Y.

Little Giant.

SCREW PLATES
Taps and Dies — Bolt or Pipe

Wells Brothers Company
GREENFIELD, MASS.

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CHICAGO

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"RIVERSIDE"
CABINETS and SHELVING

H. O. AMUNDSON
ALEXANDRIA, MINN.

PERFECT SHELF BOXES
FOR
HARDWARE SHELVES

CHARLES P. MOORE,
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WASHING MACHINES



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FANCY BOX CATCHES.
BRASS GOODS MANFG. CO.
COR. UNION & NEVINS STS., BROOKLYN, N. Y.
—MANUFACTURERS OF—
METAL GOODS IN BRASS, BRONZE AND TIN
LOCK MAKERS' FURNITURE AND HOUSE TRIMMINGS,
SPECIAL GOODS MADE TO ORDER.
THIS CARD CHANGES EACH ISSUE.

WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,
THE
American Steel Roofing Co.
Middletown, O.



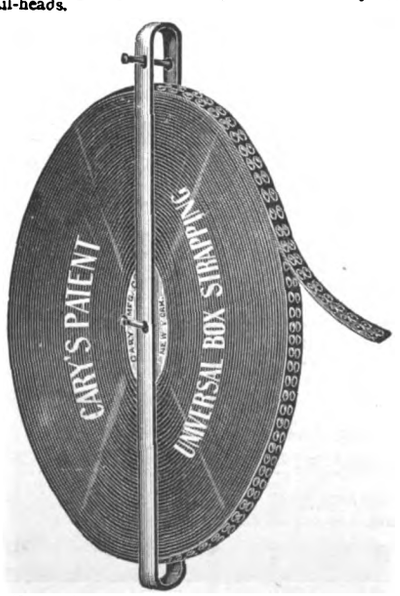
AMES SWORD CO.,
CHICOPEE, MASS.
MANUFACTURERS OF
Patent Perfection Padlocks.
All sizes, ½ in. to 2½ ins. Send for Catalogue.



Greenerd Arbor Press
It Saves Marring, Upsetting, or Springing the Arbors; cleaning out the centres and taking off the dogs, etc., etc.
SEND FOR CIRCULAR.
Chandler & Farquhar Co.
131 Congress St., Boston, U. S. A.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

The Mechanic's First Choice



Atkins
Always Ahead

Atkins High Grade Silver Steel Hand Saws

will arouse the interest and excite the admiration of expert carpenters or builders quicker than any other saws on the market. The fine finish, symmetrical design, excellent workmanship, perfect quality, all appeal to them as being not only above the average, but the finest to be found.

These features sell the saws. Dealers should recommend ATKINS SAWS to mechanics who want the best. It's to their interest.

Write for catalog and mention this journal.

E. C. ATKINS & CO., Inc.
Factories and Home Offices:
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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 84@ 85c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 68c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.50 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
32 cal., Rim, $1.50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1 49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 23 lb bag.....2 25

GUN WADS—per 1000—

B. B., 11 up	$ .60	15%
B. B., 9 & 10	.70	
B. B., 8	.80	
B. B., 7	.80	
P. E., 11 up	1.00	
P. E., 9 & 10	1.25	
P. E., 8	1.50	
P. E., 7	1.50	

Ely's B. E., 11 and larger.. $1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

	per doz.
Iowa Farming Tool Co.:	
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net.....$2 00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: per gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net, 7.20
Bolt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8½@8¾c
Eagle Anvils, per lb, net.....7¼@8c
Peter Wright's.....10¼c
Trenton.....9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits.....40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 33...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....60⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 35&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonner's Adjustable.....$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, per doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3 25
German Pattern, net.....$4 50@4 75
Mayhew's Diamond per doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....88c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch per doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, per dos. $7.50; No. 20, per dos. $10.....60%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands.....$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9. 25

HATCHETS—

Hunt's, Underhill's Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓&5
Boys Axes.....33⅓&5
D. Simmons & Co.:
Broad, Shingling and Claw, Lath, Hunters', etc., Picks and Mattocks.....50&5%
Peck Edge Tool Co:
Hatchets, Shingling, etc.....33⅓ & 5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets.....33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (86 in case).....15 ea.
2 " " " ".....25 "
10 " firkins (6 in case).....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9 00 "
200 " ¼ bbls, 375 400 lb " 08½lb

Balances, Spring—

Chatillon's:
Light, Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.10%
Class D, E, F.....30%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....25@30%
Tinned, each, $10 50.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@33⅓&10
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths'.....65&10@70
Hand.....25&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10¼c
Standard	10¼c
Standard Manila	11¼c
Manila	12¼c
Pure Manila	13¼c

Bit Holders—

Angular.....45%
Extension:
Barber's per doz. $15.00.....45@50%
Ives' per doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic per doz. $3.00.....33⅓%
Excelsior per doz. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity per gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Harts' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves...60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@10%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....50@50&10%
Wrought Shutter, Standard list.. 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list.. 50@50&10%
Wr't Sunk Flush, Stanley's list... 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....70&5@75%
Machine, Plain Nuts.....75@75&5%
Carriage, Common.....70&10@75%
Phila., Eagle, list May 24, '99.....60%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....60%
Portchester, Norway.....60%
Phila.....60%

STOVE AND PLOW—

Plow.....65&10%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Tap—

Enterprise.....30@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		30&10
Millers Falls		7.50 15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,"....20&10&10&10
Standard Metal Strap Co's:
Eclipse....20&10&10&5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114....50&10%
No. 208@214....50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's....60&10@60%

Brackets—
Brackets, Griffins Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases....80&10%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list....40&10@50&5%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets—
Millers Falls Co....33⅓&10

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....₩ doz net $5.00
Bemis & Call's....65%

Bright Wire Goods—
Standard. List, June 24,1903.90@90&10%

Bull Rings—
Humason, Beckley & Co.'s....80%
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's. ₩ doz net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White....35%
Plumbs....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....35%
Humason & Beckley's....40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts—
BRASS—
Wrought Brass, list Sept.'96 20@20&10&5%
CAST IRON—
Loose Joint....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin....70@70&10%
Mayer's Hinges....70@70&10%
Parliament Butts....70@70&10%
Fast Joint, Broad....50@50&10%
Fast Joint, Narrow....50@50&10%
WROUGHT STEEL—
Table and Back Flaps....75%
Narrow and Broad....75%
Inside Blind....75&10%
Loose Pin....75%
Loose Pin, Ball and Steeple Tip....80&20%
Japanned, Ball Tip Butts....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%
} Extra 10% to 10&10

Calipers—
Bemis & Call:
Double....65%
Inside and Outside....65%

Can Openers—
American....₩ gross, $1.75@$2.00
Goodell's Acme....₩ gross, 6.00
Hopper's....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix....4 %
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel.. ₩ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25;
No. 3, $3.50....75&10%
Universal, ₩ doz., $3.00....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Plate....60@60&10%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and HalterChains:
"American"....40@45&10%
"Niagara"....45@50&5%
"Eureka"....45@50&4%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$8.00
¼	5.30
5-16	4.15
⅜	3.75
7-16	3.60
½	3.50
9-16	3.45
⅝	3 30
¾	3.25
⅞	3.50
1	3.15

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain....
Covert Mfg. Co., Heel Chain....
Covert Mfg Co., Rein Chain....
Covert Mfg. Co., Stallion Chain..
} 40& 2%
Galvanized Pump Chain....41½@43½c
German Coil, list July 94, '97...60&10@60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron....60&10@60&10&5%
Jack Chain, Brass..60&10@60,&10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains: New List....60@60&10%
Bridgeport Trace chains....65%
Stake " 65%
Heel " 90%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%&2%
Hemp....45%&2%
Jute....40&5%&5%
Sisal....30%

Chain Guards—
Aluminum S. & N. Co....50

Carpet Stretchers—
Montross' "Excelsior,"...₩ doz., $6.00....80%
Bullard's....33⅓%
Cast Iron Steel Points....₩ doz....80c
Socket....₩ doz., $1.75@$2.00

Carpet Sweepers— ₩ doz.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned....20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Tranparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel.... 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned.... 33 00
Perpetual, Regular Bearings, Nickel....20 00
Perpetual, Regular Bearings... 18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise....25@30%
Goodell's Family....net ₩ doz. $5.00

Chisel and File Handles
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes....70%@70&10
L. & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70...16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to $
C. E. Jennings & Co....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels....30&10%
Tanged Gouges....40&10%
Tanged Firmers'....40%&10%
Tanged Gouges....40%
L. & I. J. White,....25&5%
COLD CHISELS—
Good quality, ₩ lb....18@16c
Snell's Best C. S....50&10%
Cronk's....50%

Cleaners, Sidewalk— ₩ doz
Challenge Shank....$3.25
Star Shank....4.00
Star Socket....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago....Each 8.75 15%
1902 Chicago....Each 10.75 15%
Twentieth Century....20%
Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—
Box and Side....60%
Enterprise Mfg. Co....25@30
Lane Bro's Co....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers. 70&10%@75%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....30%
Cold Chisels....30&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....20@20&5%
L. & I. J. White....20@30&5%
Sandusky Tool Co....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co....33⅓%
Humason & Beckley Mfg. Co...50&10%
Samson....₩ doz $10.00

Corn Hooks— ₩ doz
Kretsinger Cut Easy....$3.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.50

Countersinks—
Mayhew's Diamond....40@45%
Smith's....25%
Snell's....40%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....30%
Dixons: ₩ gro.
Eclipse....7 in.$3.75 9 in.$4.86
Emerald....5.00
Oriole....5.00
Rainbow....3.12
Solid....7.50
Tailors, Black $5.62. Red & Blue $9.00

Curry Combs—
Kohler's....40%
The Metal Stamping Co. Ideal,..20&10%
Perfect....40%
Rubber, ₩ doz. $7.50....20&10%
Southington Cutlery Co.'s....25&10%

Cutlery—
Fosters, Pocket....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)....40&10%
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....30&10%
Leather....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's....33⅓@40%
Columbia....50&10%
Eclipse....60@60&10%
Home....50&10
Ogden's....33⅓@40%
Pullman's Screen....₩ dos. net $4.50

Door Holders—
Empire....50%

Door Springs—
Gem (Coil), list Oct. '95....30%
Perfect....65&10&10
Pullman, Coil....30%
Star (Coil), list Oct. '95....30%
Torrey's Rod, 39 in. ₩ doz., net...$1.25
" " 48 in. " " ...3 50
Victor, Coil....50&10&10%
Chicago Coil Springs....40&10%
Reliance Coil Springs....40&10%

Drain Cleaners—
Iwan's Adjustable....50%
Iwan's Stationary....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list....75&10%
Sargent's List....60

Drawing Knives—
Standard Wakes....70@70&10
Adjustable Handle....2 @25&10%
Bradley's....40&5%
Jennings & Griffin....65&2&10%
Watrous....16⅔&10%
L. & I. J. White....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....25@30%
Breast, Millers Falls, each $3.00.15&10%
Stearns' Bench....30%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10 00 Adjustable No. 10, $12.00....33⅓%
TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg....30%
Enterprise Mfg. Co....35@30%

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Egg Beaters—

Taplin Mfg. Co.: ₩gro.
No. 60 Improved Dover.....$5.00
No. 75 Improved Dover.....$6.50
No. 100 Improved Dover.....$7.00
No. 102 Improved Dover, Tin'd $8.50
No 150 Improved Dover, Hotel $15 00
No. 159 Imp'd Dover Hotel T'd $17.00
No. 200 Imp'd Dover Tumbler $8.50
No. 202 Imp'd Dover Tumble Td $9.50
No. 300 Improved Dover Mammoth, ₩ dos..... $25 0

Escutcheons—

Wood..... .25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz

"Challenge"..... $3.00
Popes..... 3.00
Wilkinson's..... $3.00 net
Westerholm's..... $3 25

Faucets—

Frary's Iron Petroleum .....70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $26.00.....40%
Lanes.....$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American.....75&5%
Arcade.....75&5%
J. Barton Smith.....75&5%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75%
Great Western.....75&5%
Kearney & Foot.....75&5%
Mc Clellan.....75&5%
Nicholson.....70&10%
Nicholson's X. F. Files.....80@80&10%
Royal.....80@80&10%

IMPORTED—

Stubs.....Stubs' list, 80@80&5%

Filters—

Acorn..... 50%
Pulper's Natural Stone ...$8.50@$18.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ dos. $78.00
Level Winding Steel Pivot Reel ₩ dos. $66.00
Auto Even Spooler.....₩ doz. 30.00
Gun Cleaner.....₩ dos. 4.20
Lightening Fish Scaler..₩ dos. 3.00
Fish Hook Shield.....₩ dos. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American..... 60&20%

Forks—

Geneva:
Two-Tine Hay and Boy ....50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines.....50&10&5%
Four-Tine Hay.....65%
Long Three Tine, Grain, &c.. 65%
Long Four-Tine Header, &c.....65%
Alfalfa, Deep Dish Header 65%
Three-Tine Baler.....65%
Four-Tine Baler 65%
Barley and Grain.....60&20%
Champion Hay.....65%
Champion Manure.....60&15&2½%
Champion Header.....65%
Four-Tine Manure.....60&15&2½%
Five and Six Tine Manure 65%&2½%
Spading Forks.....70&2½%
Potato Digging.....60&10%
Baling Press.....60&12½%
Stable and Fish.....50&10&5%

HEAVY FORKS—

Vegetable Scoop, Sugar Beet, Barn, Sluice, Cotton Seed, Coal and Coke, Stone, Tanners', Shaving, Oyster.....40&10%

Fruit, Wine and Jelly Presses.

Enterprise.....20@25%

Fry Pans—

Standard List.....70&10

No.	0	1	2	3	4
₩ dos.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ dos.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.. .....50%
Clapboard .....25&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@50&10&10%
Stanley's..... 20@20&10&10%
Starrett's Surface, Center and Scratch .....25&10%
Wire, Morse's..... 25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head..... .....50&10%
Wood Head..... .....50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid .....25&25&10%
Mystic.....40%
Martins .....40&10%

Glue Pots—

Enameled..... .....40%
Tinned.....35%

Graters—

Enterprise .....25@30%

Graphite, Lubricating.

Dixon's Pure Flake
633– 1 lb. cans, ...20 cts. ea.
633– 5 " screw top tin cans, 85 cts. ea.
634– 10 " " " $1.60 "
644– 25 " boxes, ... 15 cts. lb
645– 50 " " ..... 14½ cts. lb
646–100 " kegs, ... 14 cts. lb.
647–350 " barrels, ... 12 cts. lb.

Grindstone Fixtures—

Cronk's..... 50%
Forest City.....30@30&10%
Sargent's Patent .... 60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light .....60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters .....40&5%
Sisal Rope 20%
Web Halters..... .....45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail 10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack.....₩ dos. net $2.50
Maydole's..... 33⅓&5@40&10%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail .....½&7½%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb.... 3 to 5 lb 40c lb.. .... Over 5 lb 30c lb .... 75@75&10%
Wilkinson's Smiths.....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute..... .....40&5%
Sisal..... .....20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's..... ....₩ dos..$15.00

Handles—

WOOD—

Auger, assorted.....₩ gr. $2.75@3.00
Auger, large .....₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 8½..... .....40%
Axe, Pick, etc .....50@5 &10
Bliss Mfg. Co.
Chisel.....
Brad Awl ... ...
File..... .....
Auger.....
Soldering Iron ..... 25@33⅓%
Brad Awl.....₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted ..... ₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet,.... .....50%
Hoe, Rake and Fork .....60&10
"Simplicity" File Handles, ₩ gr. $ .90@1.50
Saw and Plane .....40&10@50%
Shovel and Spade, Wood D. Handle, 40&5%
Shovel and Spade, Long Handles 50&5%

CROSS-CUT SAW HANDLES—

Atkins ....40&5%
Champion ....45@45&10%
Disston's. 50%

Hangers, Barn Door—

Old Pattern.... ....60&10%
New England..... .....60%@70%
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin..... 25%
Lane's Covered. .... 50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's:
Standard .....50&10&10&5
Special..... .....50&10&10&5
Track for same.....₩ 100 ft. net, $3.75
Cronk's:
Nos. 1, 1½, 2 & 3.....60&10%
Nos. 11, 12 ..... 70%
Nos. 21, 21½, 22..... .....60%
Nos. 32, 50..... .....60&20%
No. 44 ....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs.....60&10%
Myers' Stay-on .....50&10%
Wilcox's New Century.....50&10&10%

Hangers, Garment.

Pullman's..... .....₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard.....net. $3.35
Ball Bearing 4.15
New Model 3.35
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B1488, 40 drawers, no partitions, run. ft , $3 60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each..... .....36 47
No. 1658, 84 drawers, no partitions, run. ft., $6.52: net each 54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1703, with two adjustable center shelves, run. ft., $2 75; net each..... .....22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 157 lbs, each, run. ft.. $2.71; net each 22 57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each..... 25 84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's..... .....50%
McKinney's "Perfect," $1 10 ₩ doz.50%
Wrought..... 85&10@90%
Wrought, Stanley 80%
Wrought, Griffin..... ....80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track..... $7.00
Myers Unloader, Wood Track.. 7.00
Comb. Car, Double Steel T..... 7 00
Comb. Car, Wood Track . 7 00
Rev. Car., Double Steel Track . 7.00
Rev. Car., Wood Track..... 7.00
Myers Unloader, Cable 7.00
Myers Unloader, Single Rail.... 7.00
Sure Grip Sling Car, Steel or Wood Track..... .....12.02
Double Rail Steel Track, complete with clamps..... ₩ ft. . .
Single Rail Steel Track complete with clamps..... ₩ ft. .20
D. H. Fork Steel Regular..leach, 1.60
Nellis Fork..... .....each, 3.00
Double Grapple Fork ....each, 7.00
Sprout's Shear Fork, each.....$1.50
Walker Fork, each..... .....2.50
Common 6 in. Wood Sheave Pulley Fig. 483.... .....₩ dos. 3.20
Faultless Steel Frame K. P. Pulley, Fig. 435 .....₩ dos. 4 00
Faultless Steel Frame 6 in. Plain Pulley, Fig 485 .... ₩ doz. 3.50
Malleable Frame K. P. Pulleys, Fig. 676..... .....₩ doz. 4.60
Reed Wood Frame Pulley with Hook, Fig. 484 .....₩ dos. 4.00
Steel Frame Pulley with Iron Sheave. Fig. 555, ₩ dos..... 3.20
Floor Pulley, Wood Sheave, Fig. 486 ....₩ doz. 4.20
Hanging Hooks for Double Steel Track..... .....₩ dos. 1.40
Hanging Hooks for Single Steel Track ....₩ dos. 1.40
Hanging Hooks for Wood Track, 10 in..... .....₩ dos. 1.00
Hanging Hooks for Wood Track, 16 in..... .....₩ doz. 1.30
Floor Hooks ¾ in ..... ₩ doz 1.40
Malleable Rafter Brackets, ₩ doz. .70
Wrought Rafter Brackets ₩ doz .70
Rope Hitch.....₩ doz. 3.20
Discount on ab

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point40&10%
Iwan's Hay, Sickle Edge, ₩ doz. net $9.50
Iwan's Hay, Imp. Serrated ₩ doz. net..... .....$10.00
Kohlers, Hay, Sickle edge per doz net$10
Auburn Straw..... .....40&10%
Weymouth, Pat..... ... 65&5%
Wadsworth's ..... 40&1

Hedge Trimmers—

Wadsworths:
No. 1. per doz. net.....$8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, 6 to 12 in., ₩ lb. 8½c. 14 to 20 in., ₩ lb. 8½c. 22 to 36 in., ₩ lb. 8c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges	80&5%
Heavy Strap Hinges	80&20&10%
Light T Hinges	75&10&5%
Heavy T Hinges	75&5%
Extra Heavy T Hinges	80&20%
Hinge Hasps	70%
Corrugated Heavy Strap	80&20&10%
Corrugated Ex. Heavy T	80&20

Extra (10 to 10%)

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges.....40%
Bardsley's Patent Checking 15%
Chicago Spring Butt Co.:
Chicago Spring Butts. 25%
Triple End Spring Butts 50%
Chicago Ball Bearing Floor Hinge 50%
Garden City Fire Engine House Hinge 25%
Chicago Saloon Door Hinge 25%
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E., ₩ doz. $7.50 ....60%
N. E., Reversible, ₩ doz. $5.60.....60%
N. Y. State, ₩ dos. $4.90. ..... 60%
Western, ₩ dos. $4.20.. ....60%

BLIND HINGES—

Parker..... .....70&10%
Sargent's, Nos. 1, 2, 5, 11, 13.....70&10%
W. H. Co.'s No. 2 Mortise Gravity.. 60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ dos. sets. 30&10%

Hitching Cords—

Covert Mfg. Co..... ..... 15% &2%
" " " ....
Hitchers Stall.....35%

Hoes—

Columbian, Field and Washington Co ..... 70&10%
Meadow and Rhode Island..... 55%
Ladies', Boys' and Toy. ..... 70&12½%
Onion, Turnip and Nursery..66⅔&12½%
Street and Mortar..... 70&10&1½%
Blackland or Southern Meadow..75&5%
Geneva Planters'..... .....75&12 5%
Straight Shank Planters .. 75&10&7½%
Mississippi Planters'... ....75&10&7½%
Geneva Cotton..... .....70&10&1½%
Ladies' Cotton..... .....75&7½%
Cotton Chopper ....75&12½%
Rough and Ready Cotton..... 75&10%
Weeding Hoes ....66⅔&12½%
Turf Edgers..... .....50&10%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $3.50

WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%
CAST IRON—
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton.....₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods
MEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%
WIRE—
Atlas, New List, Single cases.....70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%

MISCELLANEOUS—
Belt.....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....85%
Grass, Wadsworth's.....60%
Cronks Grass.....₩ doz. $3.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						2½c net
	Nos. 6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40%
	Nos. 6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@60%
Lyra, all sizes						2½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₩ lb						12c
Northwestern	24c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓&5%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						2½c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg.....3 85

Horse Ties—
Covert Mfg. Co.:
Cotton.....45&2%
Hemp.....45&2%
Jute.....40&5&5%
Sisal.....30%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ₩ doz. $6.00..25@30%
No. 34. ₩ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓&5%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr. .....$1.25@1.50
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door.....Net, $3.00

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₩ doz.	$12.00	$15.00	$24.00....30%

Kohler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co.....$85.00

Leaders, Cattle—
Covert Mfg. Co.....35%

Leads—
Covert Mfg. Co.
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5%
Sisal.....30%

Lead Pipe, Etc. ₩ lb
Bar Lead.....5¼@6c
Block Tin Pipe.....40c
Lead Pipe, full lengths.....5to5¼
Lead Pipe, Tin Lined.....12c
Sheet Lead, full rolls.....6c

Lemon Squeezers
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....20%
Hotchkiss, Straight Finish, ₩ doz. $9.00
Jennings' Star.....₩ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....
Porc. Lined, Wood.....₩ doz.
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....2 &10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....20&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00
No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co.....40%
R & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....40&10%

CABINET—
Eagle Lock Co.....33⅓&5%
Corbin.....33⅓&5%
Yale.....33⅓&5%

PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....85&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....60%

TRUNK—
Corbin's.....25&10%
Eagle.....40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&5%
Lignumvitæ.....45@5&5%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden.....33⅓&5%
Regular Goods.....70%@70&10%

Meat Cutters—
American.....30%

Nos...	1	2	3	4	5	6
Each	$5	$7	$10	$25	$50	$60

Dixon's.....₩ doz. 30&10@40%

Nos.....	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos....	5	10	12	20	22	32
Each...	$2	$3	$2.75	$6	$4.50	$6

Little Giant.....33⅓@40

Nos...	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ₩ doz.....30&10@40%

Nos.....	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....35c
Mystic.....14c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....₩ doz. $400,40%
Sargent's.....60@60&10%

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ₩ doz. $30.....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85&10@90%

PICTURE—
Niles' Patent.....40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen..2.00

Nail Pullers—
Ajax, 5 lbs.....₩ doz. net $7.50
Black Hawk, ₩ doz.....$9.00
Cyclops.....40&10%@50%
Cronk's.....₩ doz. net $12.00
Eureka, No. 74.....doz. net $3.50
Eureka, No. 75.....doz. net 5.00
Giant, No. 1, ₩ doz. $18. 0: No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz. $18.00, 20%
National.....₩ doz. 24.00, 40%
Pelican.....₩ doz. $9.00, 40@40&10%

Nail Sets -

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:
Octagon.....₩ gr... $5 25
Corrugated.....6.75
Knurled.....6.75@7 50

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....80.00..30%

Nuts—
Cold Punched:
Mfrs. or U. S. Standard. Off list
Square, Plain.....$5.10
Hexagon, Plain.....5.80
Square, C. T. & R.....5.30
Hexagon, C. T. & R.....6.00
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....5.80
Hexagon, Blank.....6 30
Square, Tapped.....5.80
Hexagon, Tapped.....6.30

Oilers—
Brass and Copper.....60&10
Tin or Steel.....65&10
Cushman & Denison's: ₩ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.80
Star Pocket Oilers.....75
"Paragon," Brass.....45@50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70@70&10%
Zinc and Tin.....60@60&10%
American Tube & Stamping Co., Spring Bottom Cans.....70@70&10%
Railroad Oilers, etc.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe ..8c per lb.
" Small " ..10c " "
Queer Creek Axe ....20c " "
} 40%

OIL STONES—
Pikes'
Lily White Washita ....60c ₩ lb.
Rosy Red " ....60c " "
Extra " ....50c " "
No. 1 " ....40c " "
No. 2 " ....30c " "
Lily White " Round, Edge Slips.....90 " "
No. 1 Washita, Round Edge Slips.....70c " "
Washita Pen Knife Pieces 70c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.80 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 10%
India Oilstones, all grades & sizes 33⅓&5
Queer Creek Oilstones, (20c ₩ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " " } 40%

Packing, Steam—

RUBBER—

Boston Belting Co.:	
"Boston"	50&10&5%
Phœnix, Pure Sheet Red	50&10%
Pure Packing "Excelsior"	60%
Extra	60%
MISCELLANEOUS—	₩ lb
American Packing	8c@10c
Cotton Packing	16c@25c
Italian Packing	10½c@12c
Jute	4½@6½c
Russian Packing	9c@12c

Padlocks—
See Locks.

Parers—

APPLE—	₩ doz.
Advance	$ 4.50
Baldwin	5.00
Bonanza	each 6.50
Dandy	each 7.50
Eureka, 1898	each 20.00
Family Bay State	15.00
Improved Bay State	36.00
New Lightning	7.50
Reading, 78	4.00
Reading, 78	7.00
Turntable, 1898	6.75
White Mountain	6.00
POTATO—	₩ doz.
Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	₩ gro.
Carpenter's	$3.17@8.75
Carpenter's, Blue or Red Lead	4.00@7.50
Office	1.87@7.50
Lumber	6.87
Colored Lumber	9.00
Black Artists	9.37
Colored	$4.38@7.50
Assortment Boxes	1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 23, 1899. 70@70&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality 40&10%
Bench, Second Quality 50&10%
C. E. Jennings & Co. 50&10%
Molding 33⅓&5%

IRON PLANES—
C. E. Jennings & Co., Iron 50&10%
Sargent's 60@60&10
Standard Tool Co 50@50&5%
Stanley Rule & Level Co.:
Bailey's 25&10@25&10&10%
Miscellaneous 25&10@25&10&10%

PLANE IRONS—
Buck Bros. 30%
Butcher's $5.00@5.25 to 2
C. E. Jennings & Co. 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White 20&5@25%

Pliers and Nippers—

Button	70&10@75%
Cronk & Carrier:	
Pliers	
No. 1	60&10%
20	net, $9.00
40	75%
50	60%
65	40%
70	50%
80	40%
88	40%
Wm. Johnson's Gas Pliers	66⅔%
Smith's Side Cutting	95%

Plow Bolts—
See Bolts.

Plumbs and Levels—

Cook's	40&10&10
Davis':	
Inclinometers	20%
Iron Levels	25&10%
Disston's	70%
Machinists'	25%
Pocket Levels	70&10@75%
Stanley's	30&10&30&10&10%
Stanley's Duplex	20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—

Tower & Lyon's	25%

Polish Metal—

Prestoline Liquid, New List	40%
Prestoline Paste	40@40&10
U. S. Metal Polish Paste, 8-oz. boxes, ₩ doz	$ .50
₩ gross	4.75
½-lb. boxes, ₩ doz	1.25
1 lb. boxes, ₩ doz	2.25
U. S. Liquid, 8-oz cans, ₩ doz	1.25
₩ gross	12.00
Barkeeper's Friend Metal Polish, ₩ doz	1.75
₩ gross	18.00

Polish, Stove—

Black Eagle Benzine Paste, 5 lb cans, ₩ lb	10c
Black Eagle, Liquid, ½ pt cans, ₩ doz.	75c
Black Jack Paste, ¾ lb. cans ₩ gro.	$9.00
Black Kid Paste, 5 lb can, each	$0.65
Ladd's Black Beauty gro $10.00,	50%
Joseph Dixon's ₩ gro. $5.75,	10%
Dixon's Plumbago ₩ lb	8c
Fireside ₩ gro.	$2.50
Gem ₩ gro.	4.50, 10%
Japanese ₩ gro	$3.50
Jet Black ₩ gro	$3.50
Peerless Iron Enamel, 10 oz cans ₩ doz	$1.80
Wynn's:	
Black Silk, 5 lb pail	each 70c
Black Silk, ½ lb box	₩ doz $1.00
Black Silk, 5 oz box,	₩ doz $0.75
Black Silk, ½ pt. liq	₩ doz $1.00

Poppers, Corn—

Square,	₩ doz.	₩ gro
1 qt.		$ 9.00
1½ qt.		11.00
2 qt		13.50

Post Hole Diggers— ₩ dos.

Disston's Samson Digger	$34.00, 25%
Kohlers:	
Little Giant per doz., net	$13.00
Hercules " "	9.50
Invincible " "	9.00
Pioneer " "	7.20
Universal " "	18.00
New Champion " "	5.50
Rival " "	7.50
Ryan's ₩ dos.	$20.00, 25%

Post Hole Augers—

Iwan's Patent Improved	40&5%
Perfection ₩ doz. net,	$8.25
Split Handle " " "	7.50
Vaughan's, 4 to 9 in., ₩ dos. net	$6.00

Post Hole Diggers—

Iwans.	₩ doz.
Split Handle, net	$7.00
Perfection "	$8.00
Rockford Tack & Nail Co.	
Rockford Brand ₩ doz. net	$6.50
Atlas Pattern ₩ doz. net	$7.50

Potato Hooks, etc.—

Hoe Down Hooks	75&10&2%
Hop Hooks	60&10&2½%
Potato Hooks	70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears, all styles,	33⅓&5%
Disston's Combined Pruning Hook and Saw ₩ dos.	$18.00, 25@25&10%
Disston's Pruning Hook, ₩ dos.,	$12.00, 25@25&10%
Smith's:	
Pruning Shears	60&10%
Rockdale Pruners	33⅓&5%
Standard Tree Pruners	75%
E. S. Lee & Co.'s Pruning Tools	40%
P., S. & W. Co.'s Shears	40%
Waters' Tree Pruners	75&10%

Pulleys—

Awning	60@60&10%
Axle	50&10@60%
Brass Screw	45&10%
Ceiling	50@10&60%
Clothes Line, Japanned	60%
Common Sense	60%
Dumb Waiter	60@60&10%
Empire Sash Pulley	60%
Fox-all-steel	50%
"Grand Rapids" all steel	50%
Hay Fork, Swivel Eye, ₩ dos., 4-inch, $3.75; 6-inch, $5.00	55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $6.00	50&10%
Hay Fork, 5-inch, Solid, $5.70	50%
Hot House	50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12.00	40%
Side, Anti Friction	60%
Shade Rack	45%
Upright	50&10@50&10&10%

Pumps—

Cistern, Best Grades	60@60&10%
Pitcher Spout, Best Grades	70&10@75%
Power Pumps, Myers'	50%
Spray Pumps, Myers'	50&10%
Spray Pumps, Kohler's.	
Daisy, net per doz.	$7.50
Mechanical, net per doz.	7.50
F. E. Myers & Bro. Low List:	
No. 1, Fig. 396, 3 in. Shallow Well Pump	$13.00
No. 8, Fig. 398, 3½ in. Shallow Well Pump	15.00
No. 5, Fig. 397, 3 in. Deep Well Pump	15.00
No. 6½, Fig. 397, 3½ in. Deep Well Pump	17.00
No. 14, Fig. 391, 3 inch Deep or Shallow Well Pump	15.00
No. 22, Fig. 398, 3 in. Deep Well Pump	17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump	14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump	17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump	15.00
No. 72, Fig. 333, 3 in. Deep Well Pump	15.00
No. 10½, Fig. 448, 3 inch Lift Pump	9.00
No. 108, Fig. 448, 3½ in. Lift Pump	11.00
No. 128, Fig. 510, 3 in. Lift Pump	$7.00
No. 131, Fig. 510, 3½ in. Lift Pump	8.50
No. 288, Fig. 389, Windmill Pump	12.50
No. 295, Fig. 403, Windmill Pump	16.00
No. 240, Fig. 406, Regulator Pump	28.00
No. 309, Fig. 477, Spray Pump, complete	11.50
No. 330, Fig. 547, Knapsack Spray Pump	10.00
Discount, 50% f. o. b. Ashland.	
No. 268, Fig. 513, Low Down Tank Force Pump net,	5.00
No. 320, Fig. 492, Bucket Spray Pump net,	2.00

Punches—

Bemis & Call Co.'s:	
Cast Steel Drive	50%
Morrill's	50%
Niagara Hollow	40%
Niagara Solid	55%
Saddlers' or Drive, good	60@65%
Snell's Tinners'	40&5%

Rail—

Barn Door, Light, In.	½	⅝	¾
₩ 100 feet	$1.40	1.50	1.60

Barn Door, "None Better" No. 1, ₩ foot	3½c
Barn Door, "None Better" No. 2, ₩ foot	4c
B. D. for N. E. Hangers:	
Angular, ₩ foot, 6c	70%
Double Flange, ₩ foot, 8c	70%
Carrier Steel Rail, ₩ foot	4½c
Cronk's: ₩ foot.	
O. N. T. Style, No. 18.	3½c
Double Braced	3½c
Lane's:	
O. N. T. 1 in. net,	$3.00
O. N. T. 1¼ in net,	3.75
Stowell's Wrought Steel	25%
Sliding Door, Bronzed Wrought Iron, ₩ foot	6½c
Sliding Door, Steel, Brass Plated, ₩ foot	3½c
Sliding Door, Wrought Brass, 1¼ in., ₩ lb, 35c.	65@30%
Victor Track Rail, 7c ₩ ft.	60&10&2½%

Rakes, Etc.—

Cronk's:	
Malleable	70%
New Champion	75%
Victor	80%
Anti-Clog Lawn	75%
Never Break Garden	75&10%
Queen City Lawn	40%
Kohlers:	Net
Lawn Queen, 20,	$3.45
" " 24,	3.60
Jumbo Lawn, 36,	5.25
Paragon (Wood Head)	2.75
Steel, Garden, 10th	2.21
" " 12th	2.40
" " 14th	2.64
" " 16th	2.88
Geneva Garden and Gravel	70%
Geneva Weldless Garden	75&15%
*Toy Shank, Steel	70%
*Mall. Heavy Braced Curved	70&10%
*Mall. Light Braced Straight	70&10%
*Mall. Heavy Sgl. Shank "	70&10%
*Lawn, No. 1	70&10%
*Lawn, No. 2	70&5%

*Not classed with nor sold as Steel Goods.

Rasps, Horse—

Disston's	75%
New Nicholson Horse Rasp	70&10%

See also Files.

Razors—

Electric	List net
Boracic	60&10%
Fox	40%
J. R. Torrey Razor Co	20%
Westenholm and Butcher, $10.00 to $	10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated, Nickel Plated } 70 to 75%
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—

Iwans' Volcaneo	50&5%

Rifle Cleaners—

Bishops':	
Small Bore Rifle Cleaner ₩ doz.	8.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs 60%
Hose with Burrs 50&10@60%

IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners 75%&5%
Miscellaneous 75%&5%

Rivet Sets—

Regular List	70%

Rollers—Stay.

Cronk's:					
No.	50,	55,	56,	60,	65
₩ dos.	1.00	.60	.75	.75	.90

Rope—

Cotton Rope, Best,	₩ lb
¼ inch and larger	18to25c
Medium	16@18c
¼ in. and larger	
Common	13@18c

Jute Rope:

A grade	6c
C grade	5½c

Manila:

7-16 in. and larger	11½c
⅜ in	12c
¼ and 5-16 in	12½c

Sisal:

7-16 in. and larger	8½@9½c
⅜ in	9@10c
¼ and 5-16 in	9½@10½c

Rules—

Athol, Steel	33⅓%
Boxwood	60&10@60&10&10%
Ivory	35&10@35&10&5%
Lufkin's:	
Steel	50&10%
Lumber	60&10%
Miscellaneous, Stanley's.	50&10 50&10&10%

Sad Irons—

DOVER ASBESTOS—

Polishing	50%
Pressing	50%
Laundry	45%
Sleeve	50%
Tourist	50%
Toy	50%
Blacklock:	
Plain Black in Cases ₩ 100 lbs	$3.75
Bronze Finished in Cases"	3.15
Aluminum Finish " " "	2.95
Full Nickel " " "	3.75

COLD HANDLED—

Enterprise Mfg. Co. of Pa.	20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel	70&10%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:	List.
Emery Cloth	50&10@60%
Garnet Paper	25%
Flint and Emery Paper	50&10@60%

Sash Balances—

Caldwell Mfg. Co	50%
Victor Bronze	75%
Victor Steel	70%

Sash Chain—

Competition	50&10%
Giant	40%
Monarch B. C. Co.	70%
Pullman Bronze	70%
" Cop Steel	70&10&10%
Royal Metal	65&5%
Steel B. C. Co.	70&10%
Steel, Copperplated	70%
Victor Bronze	70%
Victor Steel	75%

Sash Cord and Weight Fastener

Ives	40%

Sash Cord—

Cable Laid Italian	₩ lb 16@18c
Cable Laid Russia	₩ lb 15c
Common India	₩ lb 10@10½c
Patent Russia	₩ lb 14c
Patent India	₩ lb 12½@13c
Silver Lake:	
A Quality, Drab	₩ lb 40c
A Quality, White	₩ lb 35c
B Quality, Drab	₩ lb 35c
B Quality, White	₩ lb 30c

Sash Fasteners.

Ives "Crescent"	50%
Imperial	33⅓%
Sash Rollers	70%
Ives Casement Fasteners	40%
Champion	50%
Monitor, Steel	25%
Shutter Sheaves	60%
Window Screen Sash Lifts	66⅔%

Sash Locks—

Champion Meeting Rail	50%
Champion Side	60%
Ives' Patent:	
Wrought Metal	55%
Cast Metal	62½%
Window Ventilating Lock	60%
Payson's Signal	80%

Sash Weights—

Ton lots at factory	$23.00

Sausage Stuffers or Fillers—

Enterprise Mfg. Co.	25@25&7½%
National Specialty Mfg. Co	30%

Saws—

Atkins:	
Band 2 to 14 in. Wide	50
Band ½ to 3-16 in. Wide	60

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $3.50

WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans....40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%

BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%

CAST IRON—
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton.....℔ doz. $1.25
Wrought Staples, Hooks, &c.
See Wrought Goods

MEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%

WIRE—
Atlas, New List, Single cases..70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....60&10%
Wire Cailing, Gem.....60&10%

MISCELLANEOUS—
Belt.....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....85%
Grass, Wadsworth's.....60%
Grenks Grass.....℔ doz. $3.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&5%

American, all sizes.....9½c net

	Nos. 6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40%

	Nos. 6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%

Lyra, all sizes.....9¼c net
Maud S.....25c 23c 22c 21c 21c.....50%
Neponset, Nos. 5 to 10, ℔ lb.....13c
Northwestern 26c 23c 22c 21c 20c 25@25&5%

Putnam	23c	21c	20c	19c	18c	33⅓%
Vulcan	23c	21c	20c	19c	18c	25&10%

Western.....9¼c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg.....3 85

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5&5%
Sisal.....30%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....℔ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ℔ doz. $6.00..25@30%
No. 34, ℔ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ℔ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead, ℔ gr.....$1.25@1.50
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ℔ doz.
Cronk's Barn Door.....Net, $3.00

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
℔ doz.	$12.00	$15.00	$24.00....30%

Kobler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ℔ doz
Ulrich Mfg. Co.....$85.00

Leaders, Cattle—
Covert Mfg. Co.....35%

Leads—
Covert Mfg. Co.
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5%
Sisal.....30%

Lead Pipe, Etc. ℔ lb
Bar Lead.....5¼@6c
Block Tin Pipe.....40c
Lead Pipe, full lengths.....5to5¼
Lead Pipe, Tin Lined.....12c
Sheet Lead, full rolls.....6c

Lemon Squeezers.
Berger Bros. ℔ doz. 8-in. $1.00; 10-in. $1.40.....30%
Hotchkiss, Straight Flush, ℔ doz. $9.60
Jennings' Star.....℔ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....
Porc. Lined, Wood.....℔ doz.
Wood, Common, ℔ gross, No. 0, $5.25 @ 5.50; No. 1, $6 25@6.50.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....2 &10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....20&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50.....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co.....40%
R & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....40&10%

CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ℔ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....35%
Brown's Chain.....35%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....85&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....60%

TRUNK—
Corbin's.....35&10%
Eagle.....40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&5%
Lignumvitæ.....45@5&5%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....70%@70&10%

Meat Cutters—
American.....30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's.....℔ doz. 30&10@40%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant.....33⅓@40

Nos.	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ℔ doz..30&10@40%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ℔ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....℔ doz. $400,40%
Sargent's.....60@60&10%

Mitre Boxes—
C. E. Jenninge & Co.....25&10%
Seavey's, ℔ doz. $30.....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85&10@90%

PICTURE—
Niles' Patent.....$40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ⅛ gross lots, ℔ gross....$31.00
" less quantity, ℔ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs.....℔ doz. net $7.50
Black Hawk, ℔ doz.....$9.00
Cyclops.....40&10%@60%
Cronk's.....℔ doz. net $12.00
Eureka, No. 74.....doz. net $8.50
Eureka, No. 75.....doz. net 8.00
Giant, No. 1, ℔ doz. $18. 0; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....℔ d z. $18.00, 20%
National.....℔ doz. 24.00, 40%
Pelican.....℔ doz. $9.00, 40@40&10%

Nail Sets -

	℔ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:
Octagon.....℔ gr... $5.25
Corrugated.....6.75
Knurled.....6.75@7 50

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ℔ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....80.00..20%

Nuts—
Cold Punched:

	Off list
Mfrs. or U. S. Standard.	
Square, Plain	$5.10
Hexagon, Plain	5.60
Square, C. T. & R.	5.30
Hexagon, C. T. & R.	6.00

Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....5.80
Hexagon, Blank.....6 80
Square, Tapped.....5.80
Hexagon, Tapped.....6.30

Oilers—
Brass and Copper.....60&10
Tin or Steel.....65&10
Cushman & Denison's: ℔ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.80
Star Pocket Oilers.....75
"Paragon," Brass.....45@50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70@70&10%
Zinc and Tin.....60@60&10%
American Tube & Stamping Co.,
Spring Bottom Cans.....70@70&10%
Railroad Oilers, etc.,.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8 c per lb.
" Small " ..10 c " "
Queer Creek Axe....20 c " "
} 40%

OIL STONES—
Pikes'
Lily White Washita....60 c ℔ lb.
Rosy Red " ...60 c " "
Extra " ...50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round, Edge Slips.....90 " "
No. 1 Washita, Round Edge Slips.....70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.50 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, ..(20c ₩ lb
Chocolate " ..(50c " "
Regular Hindostan ..... (8c " "
Small Hindostan ..... (10c " "
} 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet Red..... 50&10%
Pure Packing "Excelsior" 60%
Extra 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 8c@10c
Cotton Packing ..... 16c@25c
Italian Packing ..... 10½c@12c
Jute ..... 4½@5½c
Russian Packing ..... 9c@13c

Padlocks—
See Locks.

Parers—
APPLE— ₩ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7.50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 78 ..... 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00
POTATO— ₩ doz.
Saratoga $7.00
White Mountain 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's ..... $3.17@3.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.87
Colored Lumber 9.00
Black Artists 9.37
Colored ..... $4.38@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 23, 1899. ..... 70@70&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%
IRON PLANES—
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 60@60&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%
PLANE IRONS—
Buck Bros 30%
Butcher's ..... $5.00@5.25 to 2
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button ..... 70&10@75%
Cronk & Carrier:
Pliers
No. 1 ..... 60&10%
20 ..... net, $9.00
40 ..... 75%
50 ..... 80%
65 ..... 40%
70 ..... 50%
80 ..... 40%
88 ..... 40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 30&10&20&10&10%
Stanley's Duplex ..... 20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 25%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 40@40&10
U. S. Metal Polish Paste, 8-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.75
½ lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U. S. Liquid, 8-oz cans, ₩ doz 1.25
₩ gross 13.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Black Eagle Benzine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each .. $0.65
Ladd's Black Beauty gro $10.00, ... 50%
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Dixon's Plumbago ..... ₩ lb 8c
Fireside ..... ₩ gro. $2.50
Gem ..... ₩ gro. 4 50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.50
Wynn's:
Black Silk, 5 lb pail ..... each 70c
Black Silk, ½ lb box ..... ₩ doz $1.00
Black Silk, 5 oz box, ... ₩ doz $0.75
Black Silk, ½ pt. liq ..... ₩ doz $1.00

Poppers, Corn—
Square, ... ₩ doz. ₩ gro
1 qt ..... $ 9 00
1½ qt 11.00
2 qt 13.50

Post Hole Diggers— ₩ dos.
Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 9.50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 18.00
New Champion .... " " 5.50
Rival ..... " " 7.50
Ryan's ..... ₩ dos. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $8.25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ dos. net ... $6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle, ... net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand ..... ₩ doz. net $6 50
Atlas Pattern ..... ₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ... ₩ dos., $18.00, 25@35&10%
Disston's Pruning Hook, ₩ dos., $12.00, 25@25&10%
Smith's:
Pruning Shears ..... 60&10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P., S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel 50%
"Grand Rapids" all steel 50%
Hay Fork, Swivel Eye, ₩ dos., 4-inch, $3 75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ₩ dos., $3.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70 .. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $19.00 ..... 40%
Side, Anti Friction 60%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz $7.50
Mechanical, net per doz 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 398, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 398, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 507, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 507, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 501, 3 inch Deep or Shallow Well Pump 15.00
No. 22, Fig. 525, 3 in. Deep Well Pump 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 80, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 533, 2½ in. Deep Well Pump 15.00
No. 72, Fig. 535, 3 in. Deep Well Pump 15.00
No. 102, Fig. 448, 3 inch Lift Pump 9.00
No. 106, Fig. 448, 3½ in. Lift Pump 11.00
No. 125, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 333, Fig. 399, Windmill Pump 12.50
No. 365, Fig. 408, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 26.00
No. 302, Fig. 477, Spray Pump, complete 11.50
No. 320, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 368, Fig. 513, Low Down Tank Force Pump ..... net, 5.00
No. 320, Fig. 493, Bucket Spray Pump ..... net, 2.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.50 2.60
Barn Door, "None Better" No. 1, ₩ foot 3½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. B. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c 70%
Carrier Steel Rail, ₩ foot 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18. ..... 3½c
Double Braced 3½c
Lane's:
O. N. T. 1 in. ..... net, $3.00
O. N. T. 1½ in ..... net, 3.75
Stowell's Wrought Steel 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 5½c
Sliding Door, Wrought Brass, 1½ in.. ₩ lb, 35c ..... 65@30%
Victor Track Rail, 7c ₩ ft. .60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 80%
Anti-Clog Lawn 75%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers: Net
Lawn Queen 20, $3.45
" " 24, 3.60
Jumbo Lawn 36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden, 10th 2.24
" " 12th 2.40
" " 14th 2.64
" " 16th 2.88
Geneva Garden and Gravel 70%
Geneva Weldless Garden ..... 75&15%
*Toy Shank, Steel 70%
*Mall. Heavy Braced Curved ... 70&10%
*Mall. Light Braced Straight .. 70&10%
*Mall. Heavy Sgl. Shank " .... 70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ..... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Westenholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned ....
White Japanned ....
Bronzed Finishes .. } 70 to 75%
Electro-Plated ....
Nickel Plated ....
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs 60%
Hose with Burrs ..... 50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners ..... 75%&5%
Miscellaneous ..... 75%&5%

Rivet Sets—
Regular List 70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ doz. 1.00 .60 .75 .75 .90 cts

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger 18to25c
Medium ..... 16@18c
¼ in. and larger ..... 12@13c
Common ..... 12@13c
Jute Rope:
A grade 6c
C grade 5½c
Manila:
7-16 in. and larger 11½c
⅜ in 12c
¼ and 5-16 in 12½c
Sisal:
7-16 in. and larger ..... 8½@9½c
⅜ in ..... 9@10c
¼ and 5-16 in ..... 9½@10½c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory ..... 35&10@35&10&5%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's. 50&10@50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases ... ₩ 100 lbs $2.75
Bronze Finished in Cases" ... 3.15
Aluminum Finish " " " ... 2.95
Full Nickel " " " ... 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. ... 20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel. ..... 70&10%

Sand and Emery Paper and Cloth—

Beeder, Adamson & Co.'s:	List.
Emery Cloth	50&10@60%
Garnet Paper	25%
Flint and Emery Paper	50&10@60%

Sash Balances—
Caldwell Mfg. Co 50%
Victor Bronze 75%
Victor Steel 70%

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co 70%
Pullman Bronze 70%
" Cop Steel ..... 70&10&10%
Royal Metal ..... 65&5%
Steel B. C. Co ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 15c
Common India ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India ..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab ..... ₩ lb 40c
A Quality, White ..... ₩ lb 35c
B Quality, Drab ..... ₩ lb 35c
B Quality, White ..... ₩ lb 30c

Sash Fasteners.
Ives "Crescent" 50%
Imperial 33⅓%
Sash Rollers 70%
Ives Casement Fasteners 40%
Champion 50%
Monitor, Steel 25%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 50%
Champion Side 60%
Ives' Patent:
Wrought Metal 55%
Cast Metal 62½%
Window Ventilating Lock 50%
Payson's Signal 80%

Sash Weights—
Ton lots at factory $23.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co ..... 25@25&7½%
National Specialty Mfg. Co 30%

Saws—
Atkins:
Band 2 to 14 in. Wide 50
Band ½ to 5-16 in. Wide 60

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 190, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....35%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00
⅋ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....⅋ doz. $6.00
Excelsior Saw Tools.....⅋ doz. 6.00
Disston's Monarch. Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....⅋ doz. net $8.50
"Royal".....⅋ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ⅋ doz.....$4.25
Stillmans.....⅋ doz. 1.00
Tainters Positive.....$18.00 ⅋ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....⅋ doz. $2.00
Box, 2 Handle.....⅋ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....⅋ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....⅋ doz. $2.50

Screens—

DOOR—

Phillips: ⅋ dos.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛-in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....60&5&2½%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01.....⅋ doz. $6.00 net
Electric Spiral No. 02.....⅋ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fay's Hol. Hdle. Sets, No. 3.....$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....60%
Sargent & Co.'s:
No. 1 Forg. Blade.....50&10@50&10&5%
Nos. 20 and 40.....60%
Screw-Driver Bits (Snell's) ⅋ doz.....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.....60&10%
No. 66.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....35%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 60%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ⅋ dos., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ⅋ doz.

Wadworth's:
Natural Finish, Grass.....
Polished Blade, Grass.....
Painted or Bronzed, Grass.....
Clipper, Grain.....
Weed and Bush.....
} 20%

Scythe Rifles.

3-Foot.....$10.00 ⅋ gro.
4- " .....$12.00 " " } 40%

Scythe Stones.

No 1 Indian Pond.....$7 00 ⅋ gro.
No 2 " " .....4 50 " "
White Mountain.....9.00 " "
Black Diamond.....12.00 " "
Lamoille.....11.00 " "
Green Mountains.....6.00 " "
Leader Red End.....4.50 " "
Willoughby Lake.....9.00 " "
Extra Quinnebog.....7.00 " "
Pike's Corundum.....24 00 " "
" Emery.....15.00 " "
} 40%

Seeders—

Raisin, Enterprise.....35@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&30%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....30%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ⅋ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....⅋ doz. $1.75; ⅋ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9.....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....⅋ gro. $16.50@$20.00
2 Knives.....⅋ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....35%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40&2%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%&2%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&2%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co:.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....⅋ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

⅋ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....
Rogers & Hamilton.....
Holmes & Edwards.....

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
TrySquare and T Bevel 60&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ⅋ lb.....6½¢

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 80c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....30¢

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....80&10@ 80&10&10

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders—

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&25%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....80&45&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....60&5%
Steel, Tinned.....60&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....80&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ⅋ doz., net.....$3.00
Columbia, No. 2, ⅋ doz., net.....1.65
Little Jack.....⅋ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Ass'es' Skin.....40&10@60%
Leather Case.....25@25&10%
Star Steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Kenffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓&5

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1⅛ in. inc.....65&10%
1⅛ to 2.....50. 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1 8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....60&20%
Pipe. 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ₩100.....net, $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₩ doz. $1.25, ₩ gro. $12.00
Globe.....₩ doz. 1.25, ₩ gro. 12 00
Harper.....₩ doz. 1.40, ₩ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@7½&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₩ doz...$1.00, 10%
Mouse, Wood, Choker, ₩ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ₩ doz...$12.00
No. 2, Rat, ₩ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ₩ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ₩ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ₩ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer. No. 1, ₩ gro., $15.00; No. 2, ₩ gro. .....net$15.00
Mouse, No. 6.....net 9.00
Smith & Egge Mfg. Co.: ₩ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mat. Hdl. Jap.....₩ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....35&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephens'.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....30&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....₩ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 20.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 20 " " 67½
Nos. 19 to 20 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 85&10@85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....30&10%
Painted Screen Cloth, good quality, ₩ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....80%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.80

Wrenches—

Agricultural.....80&5%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Machinists.....66⅔%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....80&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&10%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....80@80&5%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60@60&10
60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....80%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....60%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 39c
Linseed, City, Boiled, in barrels, ₩ gal. 41c
Out of Town on Spot.....₩ gal. 38c
Calcutta, Raw, in barrels.....₩ gal. 65c
Lard, Prime City.....₩ gal.....61@62c
Lard, Extra, No. 1.....51@52c
Lard, No. 2.....39@40c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $19.00@$21.00
Barytes, American Floated, ₩ ton, $19.00@$20.00
Barytes, Crude.....₩ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₩ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₩ lb. net 7c
In lots of 500 lbs. and over...₩ lb. 6¼c
White Lead, Eng., in Oil..₩ lb. 8¼@9¼c
Litharge, Kegs.....₩ lb. 6¾@7¼c
Zinc, American, Dry.....₩ lb. 4 5-8@5c

Putty—

In bulk.....1¼@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....56@ 56½c
In machine bbls.....56½@ 57c

Dry Colors—

	₩ lb
Blue, Chinese	30 @35 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	5 @20 c
Sienna, Italian, burnt & powdered	4½@10 c
Sienna, Italian, raw & powdered	3½@ 7½c
Umber, Turkey, burnt	2½@ 8½c
Umber, Turkey, raw	2½@ 8½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	12½@14½c
Indian Red, American	3 @ 8½c
Indian Red, English	4½@ 8½c

Colors in Oil—

Black Lampblack, best	13	@15
Black Lampblack, common	8	@10 c
Blue, Chinese	35	@40 c
Blue, Prussian	32	@35 c
Blue, Ultramarine	14	@18 c
Sienna, burnt	11	@13 c
Sienna, raw	11	@13 c
Umber, burnt	11	@13 c
Umber, raw	10	@13 c
Brown, Vandyke	10	@13 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Animal Yokes.
American Fork and Hoe Co, Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Architectural Metal Works.
Western Brass Mfg. Works, Chicago, Ill.

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
National Sewing Machine Co., Belvidere, Ill.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awls.
The H. H. Mayhew Co,, Shelburne Falls, Mass.

Axes and Edge Tools.
L. & I. J. White Co., Buffalo, N.Y.
Sargent & Co., New York.
Peck Edge Tool Co., Cohoes, N. Y.

Axle Oil
The Frank Miller Co., New York.
C. L. Hathaway & Sons, Inc', Boston. Mass.

Babbitt Metal.
Magnolia Metal Co., New York

Ball Braces.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
J. E Porter Co., Ottawa, Ill.
Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barn Paints.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures.
Buffalo Mfg. Co., Buffalo, N. Y.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co, New York

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila

Beet Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
William Dobson, Canestota, N. Y.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J

Belt Shifters.
Chandler & Farquhar, Boston

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bolt Clippers.
Wm. Scholihorn Co., New Haven, Conn.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blacksmiths' Vises.
John H. Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Po'keepsie, N. Y.

Bolt and Screw Cases.
J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel.
Griffin Mfg Co., Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Bottle Corkers.
Hugo Reisinger New York.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N.Y

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co. New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co. New York
Standard Metal Strap Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York
The H. H. Mayhew Co, Shelburne Falls, Mass.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Brick Bonds
The Metal Stamping Co. Niagara Falls, N. Y.

Bridge Rods.
Columbus Bolt Works, Columbus, O

Brooders.
Reliable Incubator & Brooder Company, Quincy, Ill.

Builders' Hardware.
Brass Goods Mfg. Co., Brooklyn, N.Y.
Champion Safety Lock Co, Geneva, O.
John H. Graham & Co, New York.
Hobart B. Ives & Co., New Haven, Conn.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim N. H.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N.Y.

Butts, Door.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Cabinet and Saloon Fixtures.
Western Brass Mfg. Works, Chicago, Ill.

Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Calipers.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Smith & Egge Mfg Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N J.

Carpenters' Tools.
Stanley Rule & Level Co, New York
L. & I. J. White Co., Buffalo, N. Y.

Carpet Sweepers.
National Sweeper Co, Marion, Ind.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing.
Frank Miller Co., New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Sidewalk Tools.
W. H. Anderson & Sons, Inc., Detroit, Mich.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N. Y.

Chains.
Covert Mfg. Co., West Troy, N. Y
Alfred Field & Co., New York.
Fuller Bros., New York.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport Conn.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels.
L. & I. J. White Co., Buffalo, N.Y.
W. H. Anderson & Sons, Detroit, Mich.
Thomson Drop Forge Co., Plantsville, Ct.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
L. & I. J. White Co., Buffalo, N. Y.

Clamps.
Batavia Clamp Co., Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
J. L. Taylor, Newark, N. J.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Clothes Drying Racks.
Matt. Redlinger.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport Conn.

Clothes Bars.
A. J. Phillips Co., Fenton, Mich.
Udell Works, Indianapolis, Ind.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York.

Coffee & Spice Mills.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Lane Brothers Co., Poughkeepsie N. Y.
Sargent & Co., New York and New Haven.
Specialty Mfg. Co. Indianapolis, Ind.

Coke Forks.
Geneva Tool Co., Geneva, O.

Cold Chisels & Punches.
W. H. Anderson & Sons, Inc, Detroit, Mich.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Contractors Tools.
W. H. Anderson & Sons, Inc., Detroit Mich.

Coopers Tools
L. & I. J. White Co.. Buffalo, N. Y.

Copying Processes.
Felix H. Dana Duplicator Co., New York.
The Schapirograph Co., New York.

Corking Machines.
Hugo Reisinger, New York.

Cork Pullers.
Enterprise Mfg. Co, of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.

Corn Hooks.
Geneva Tool Co., Geneva, O.

Cotton Hoes.
Geneva Tool Co., Geneva, O.

Counselors at Law.
Straley, Hasbrouck & Schloeder, New York.

Counterfeit Detectors.
Pelouse Scale & Mfg. Co., Chicago.

Counters, Hardware.
J. D. Warren Mfg Co., Chicago, Ill.

Counters, Nail Bin.
J. D. Warren Mfg. Co, Chicago, Ill.

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J.

Cream Coolers.
Wheeler Gravity Cream Separator Co., Syracuse, N. Y.

Cream Separators.
Wheeler Gravity Cream Separator Co., Syracuse, N. Y.
Plymouth Mfg. Co., Plymouth, Ohio.

Cupboard Catches.
Champion Safety Lock Co., Geneva, Ohio.

Cupboard Turns.
Champion Safety Lock Co., Geneva, Ohio.

Curled Hair.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.
John H. Graham & Co., New York
The Metal Stamping Co., Niagara Falls, N. Y.

Cuspadors.
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket.
John Chatillon & Sons, New York
Cronk & Carrier Mfg. Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, Eng.

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

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Cutters, Rod.
Chandler & Farquhar, Boston

Cutters, Wire.
Cronk & Carrier Mfg. Co., Elmira N. Y.

Cutting Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.

Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Dog Collars and Muzzles.
Alfred Field & Co., New York.

Door Checks and Springs.
Sargent & Co., New York.

Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls.
Griffin Mfg Co., Erie, Pa.
Champion Safety Lock Co., Geneva Ohio.

Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Drawing Knives.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench.
Chandler & Farquhar, Boston, Mass. (See Twist Drills.)

Drills, Blacksmiths', Etc.
Sargent & Co., New York.

Dripping Pans.
The Bronson Walton Co., Cleveland, O.

Drop Forgings.
Thomson Drop Forge Co., Plantsville, Ct.

Dumb Waiters.
Kimball Bros. Co., Council Bluffs Iowa
Storm Mfg. Co., Newark, N. J.

Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa

Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.
Peck Edge Tool Co., Cohoes, N. Y.

Electric Bells and Supplies.
John H. Graham & Co., New York.

Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
Storm Mfg. Co., Newark, N. J.

Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Paper and Cloth.
Baeder & Adamson Co., Phila. and New York

Emery Wheels.
Pike Mfg Co., Pike Station, N. H.

Envelope and Stamp Lubricators.
Peloubet Scale & Mfg. Co., Chicago.

Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.

Export Agents.
John H Graham & Co., New York.

Fans, Electric, Water Motor, etc.
D. L. Bates & Bro., Dayton, Ohio.
Specialty Mfg. Co. Indianapolis, Ind

Farm Fencing.
New Jersey Wire Cloth Co., Trenton and New York.

Farming Tools
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co, Geneva, O.

Faucets, Metal.
John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Frankfort Iron Fence Works, Frankfort, Ind
Van Dorn Iron Works Co., Cleveland, Ohio
Stewart Iron Works Co., Cincinnati, Ohio

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence R. I

Filters.
Buffalo Mfg. Co. Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
Naiad Filter Co., Boston, Mass.

Fire Arms.
Alfred Field & Co., New York.
Huntington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.

Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.

Flint Paper.
Baeder & Adamson Co., Phila. and New York.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Folding Tables.
Udell Works, Indianapolis, Ind.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.

Forgings (Automobile)
Thomson Drop Forge Co., Plantsville, Ct.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.

Forgings (Special)
Thomson Drop Forge Co., Plantsville, Ct.

Frame Pulleys.
Sargent & Co., New York.

Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Fuller Bros. & Co., New York.

Garden Hoes.
American Fork and Hoe Co, Cleveland, O
Geneva Tool Co., Geneva, O.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garnet Paper.
Baeder & Adamson Co., Phila. and New York.

Gasoline Arc Lamps.
Standard Gas Lamp Co., Chicago, Ill.

Gasoline Lighting System
Standard Gas Lamp Co., Chicagolll.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston Mass.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges.
The H. H. Mayhew Co., Shelburne, Falls, Mass.

Gauges, Butt.
Stanley Rule and Level Co, New York.

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters.
The H. H. Mayhew Co., Shelburne Falls, Mass

Glass Water Cooler.
Appert Glass Co, New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Grummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.
J. Stevens Arms & Tool Co.

Hack Saws.
E. C. Atkins & Co., Indianapolis and New York.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Hack Saw Blades.
E. C. Atkins & Co., Indianapolis and New York.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros. Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.
J. E. Porter Co., Ottawa, Ill.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland Ohio.

Hangers, Parlor Door.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wis
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co, New York
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.

Harness Dressing.
Frank Miller Co., New York, N. Y
C. L. Hauthaway & Sons, Inc., Boston, Mass.

Harness Oil Blacking.
C. L. Hauthaway & Sons, Inc., Boston, Mass.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa
McKinney Mfg. Co., Allegheny, Pa

Hatchets.
Peck Edge Tool Co., Cohoes, N. Y.

Hay Carriers
J. E. Porter Co., Ottawa, Ill.

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.
J. E. Porter Co., Ottawa, Ill.

Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
J. E. Porter Co., Ottawa, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Geneva Tool Co., Geneva, O.

Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.

Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machine
American Shearer Mfg. Co., Nashua., N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Neponset, Boston, Mass.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.

Ice Balances.
John Chatillon & Sons, New York.
Peloubet Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Specialty Mfg. Co. Indianapolis, Ind.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W. H. Anderson & Sons, Inc., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wm. T. Wood & Co., Arlington Mass.

Incubators.
Reliable Incubator & Brooder Co., Quincy, Ill.

Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Stewart Iron Works Co., Cincinnati, Ohio.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
Stewart Iron Works Co., Cincinnati, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

"Japalac."
Glidden Varnish Co., Cleveland, O.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H,
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.
Matt. Redlinger, Freeport, Ill.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Lighting System, Gasoline.
Standard Gas Lamp Co., Chicago, Ill.

Liquid Fillers.
E. E Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machine Knives.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
C. G. Folsom South Bend Ind.

Mallets.
John Sommer's Son, Newark, N. J
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York
Specialty Mfg. Co Indianapolis, Ind.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Mills, Coffee and Spice.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co , New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.
Rockford Tack & Nail Co., Rockford, Ill.

Nail Sets.
John H. Graham & Co., New York
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass
Alfred Field & Co., New York.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co , Bridgeport, Conn.
Walworth Mfg Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Hardam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Alfred Field & Co., New York
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co , Philadelphia, Pa
Smith & Egge Mfg. Co., Bridgeport Conn.

Pocket Cutlery.
John Chatillon & Sons, New York
Alfred Field & Co., New York.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York.
Whittemore Bros. & Co., Boston, Mass.

Polishes, Paste.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York
Whittemore Bros. & Co., Boston, Mass.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
Rockford Tack & Nail Co. Rockford Ill.

Potato Hooks
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Power Pumps.
The Deming Co., Salem, Ohio.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

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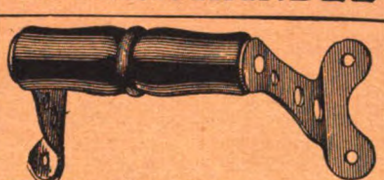


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A booklet tells

Made in Cleveland Ohio by
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John H. Graham & Co
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Something New	**KEYSTONE BOILER HANDLE**	Every One Guaranteed
THE HIGHEST IN QUALITY		**WRITE FOR PRICE**
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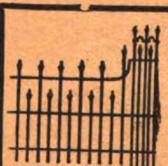
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PRISON, HOUSE AND STABLE WORK.

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and Lamps are delighting our customers, because our Improved Generators are properly constructed; we have been improving them for four years—anyone can easily clean them. Hundreds of testimonials from merchants. We don't ask you to take our word for it—**we send them on trial.** 600 candle power Lighting Systems—Arc Lamps—Gravity Lamps—all styles. We are selling hundreds of our Improved Generators (burners) to put on other lamps where the burner has proven worthless. Reduce your light bills 75 per cent., and sell to your neighbors.

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The only Metal Polish that works quick and easy and keeps its lustre. Holds old trade and makes new. It does not deteriorate. Established 16 years. **3-oz. Box for 10 cents. 5-lb. Pail $1.00.** Sold by agents and dealers all over the world. Ask or write for FREE samples. **GEO. W. HOFFMAN,** Expert Polish Maker, **295 E. Washington St., Indianapolis, Ind.** Branches—1 Park Row, New York City; Chicago, Ill.; San Francisco, Cal.

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Tensile strength one-half greater than that of any other nail made.

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INDIA OILSTONES SHARP AND QUICK—See Page 51

ALL THE NEWS. — HARDWARE EXCLUSIVELY. — $1.00 A YEAR.

HARDWARE

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, 309 Broadway, New York.
Entered as Second Class Matter at New York, N. Y. Postoffice.

VOL. XXIX., NO. 7. — NEW YORK JULY 10, 1904.

JULY 13 04

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Syracuse Drag Scrapers
ARE MADE OF
EXTRA HEAVY STEEL PLATES
AND ARE HUNG SO AS TO
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ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE.
No E 90 AS SHOWN 24 LBS.
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Ask Leading Jobbers
If they wont sell you, we will, at Binghamton, N. Y.



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ONE GRADE, ONE QUALITY ONLY.
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You cannot afford to take chances on Edge Tools because they are cheap.

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They are hand forged, carefully tempered and fully guaranteed against flaws.

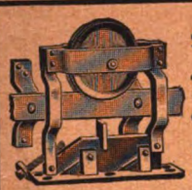
They are never found wanting as ready sellers.

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Mention HARDWARE when writing.

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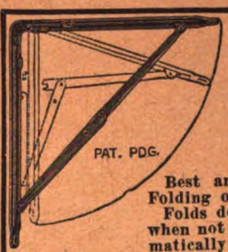
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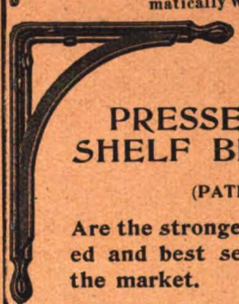
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Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



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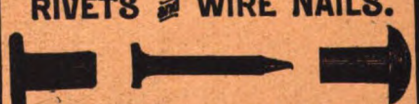
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The Niagara Combined Picket Pin and Swivel.—All steel, stiff, strong, light. A perfect turn around, a perfect swivel, a perfect hinge joint. Works freely, never rusts tight, never gets out of order, goes freely into all soils, has a firm hold on the ground. It is the best made. Free sample and quotation to jobbers only.

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ATTENTION!

Do you know that every Farmer, Huckster, Grocer, Dairyman and Horseman would BUY this Fork if they were shown its advantages in handling



VEGETABLES
FINE MANURE
EAR CORN, &c?

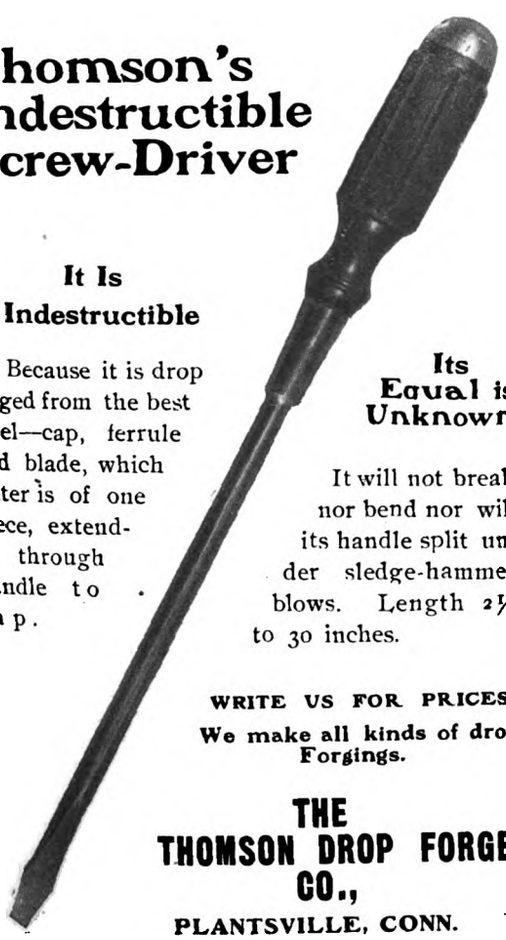
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Thomson's Indestructible Screw-Driver



It Is Indestructible

Because it is drop forged from the best steel—cap, ferrule and blade, which latter is of one piece, extending through handle to cap.

Its Equal is Unknown

It will not break nor bend nor will its handle split under sledge-hammer blows. Length 2½ to 30 inches.

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We make all kinds of drop Forgings.

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¶ Have you placed your order for *WATER COOLERS* and *FILTERS* for the coming season? If not, then write for a Catalogue to

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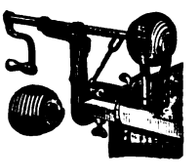
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For you know they are the original and best selling family machines to pare, core and slice apples.



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OLDEST AND LARGEST PARER MAKERS IN THE WORLD.

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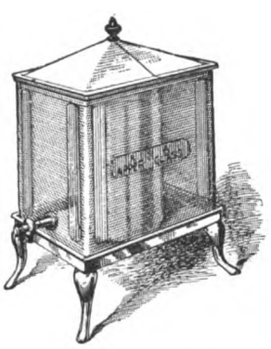
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"HARDWARE"

AQUA PURA---

Pure water — freed from all "disease germs," and other impurities can be obtained by the use of

Appert Glass Water Coolers





They are practically unbreakable. Ice kept separate from water. 3-40 gallon cap city.

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Our handsome booklet "R" tells more about them. A postal will fetch it.

Mississippi Glass Co.
277 Broadway
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The New Putnam Horse Nail

ORDERS TALK

Repeated orders which we are constantly receiving for

The New Putnam Horse Nail

are better than a barrel of talk and tell a better story of their excellence.

Perfect? It is impossible to crimp or break them; they will not sliver nor cut off; they will hold in the clinch and make work easier.

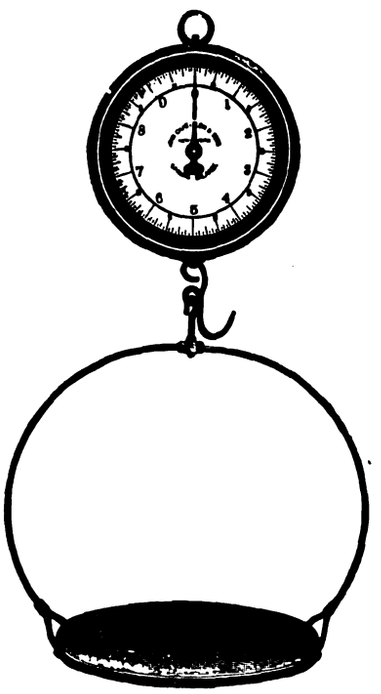
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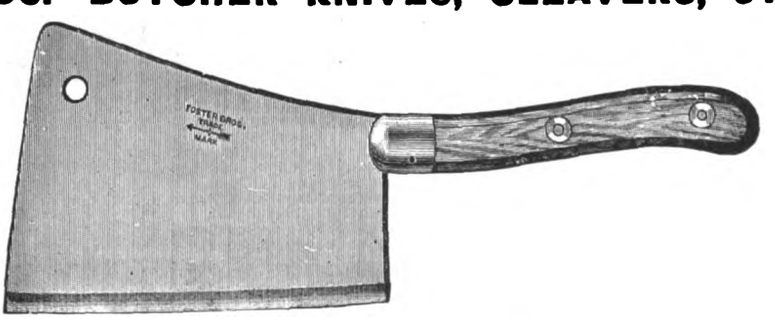


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

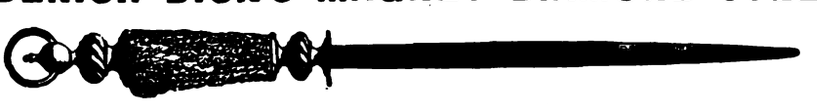
and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

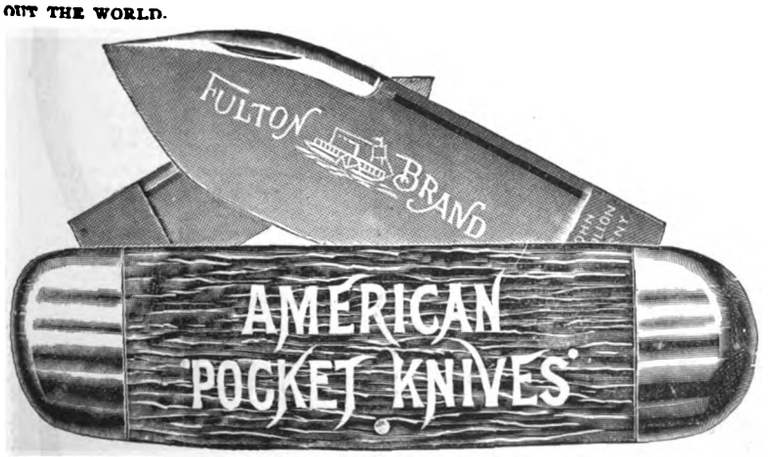


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

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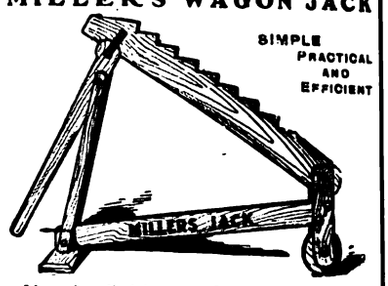
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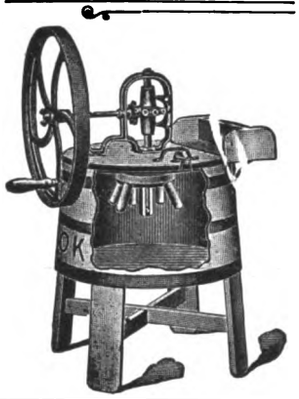
If not handled by your Jobber we will supply your order. Manufactured by
J. V. HANKINSON, FRANKLIN, O.
Successor to Thos. F. Miller, Jr.

THE OCEAN WAVE WASHER

SATISFIES
OVER
ONE HUNDRED THOUSAND IN USE
WE SELL TO ONLY
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WRITE US
Once sold it "Never" comes back
Distribution Points

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Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

WHY IS THE



O. K. THE BEST ROTARY WASHING MACHINE?

—BECAUSE—

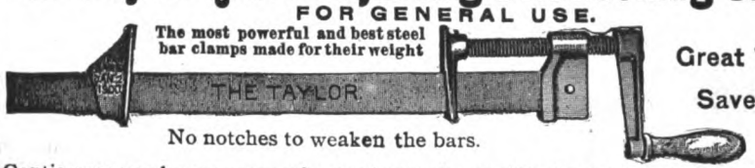
1.—It is the only Rotary washer that has **Revolving Steel Ball Gearing**, reducing the friction and thus making machine so light running and almost noiseless.
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3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot suds, and cleaning them without rubbing them to pieces.
4.—This washer is made by **experienced mechanics**, and will out-last any other washer on the market.
5.—The tub has a wringer box fastened with steel brackets.
6.—The lid on the tub closes tight, **no escape of steam.**

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FOR GENERAL USE.

The most powerful and best steel bar clamps made for their weight



Great Time Savers.

No notches to weaken the bars.

Continuous use by concerns who need superior quality, have proven these clamps to withstand the most severe tests and have been given preference over all others.

Send for booklet and learn more about them. JAMES L. TAYLOR, Newark, N. J.

THE FANNER MFG. CO.,

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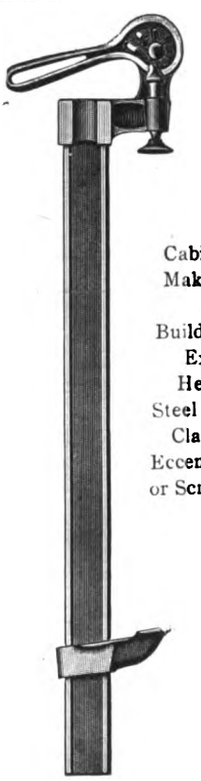
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JAPANNED, BLACK OR WHITE.

Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

COLT'S CLAMPS

are the bugbear of manufacturers of poor Clamps, who in the past have relied on the cheapness of their goods to secure orders.



Cabinet Makers' and Builders' Extra Heavy Steel Bar Clamp, Eccentric or Screw.

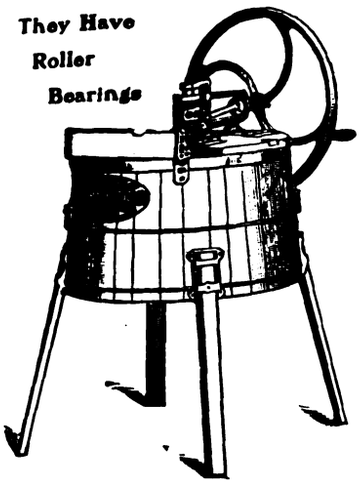
Our Prices

compete with their's, yet their clamps, in quality or finish, can never compare with ours.

A postal request will bring you complete information.

Batavia Clamp Co.
Batavia, N. Y.

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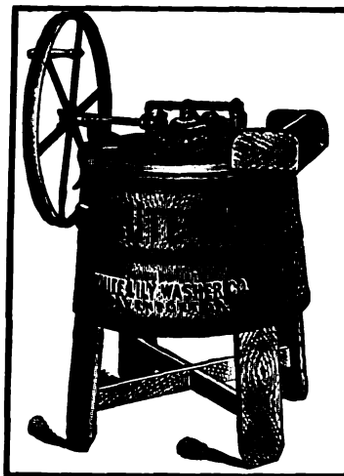
Tubs are made of Virginia White Cedar

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Rotary Washing Machines
Are Made UPON HONOR
Richmond Cedar Works,
MANUFACTURERS OF
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Richmond, Virginia, U. S. A.

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS
For Sale by all Hardware jobbers

Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.
The Russell Jennings Mfg. Co., Deep River, Conn.

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FOR HARDWARE TRADE.
Send for catalogue.
THE STORM MANUFACTURING CO.,
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DUMB WAITERS



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WHITE LILY
DO THE WORK
SECURE THE AGENCY FOR THE
White Lily Washing Machine
It is the Best Seller on the Market.
HIGH SPEED — LIGHT RUNNING
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Only one dealer in each town can get them.
Write for particulars.
WHITE LILY WASHER CO.
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"White Lily ashers wash lily white."

A KNOCKDOWN ARGUMENT
on the Endurance, Stability, and other good qualities of
The Blackstone Rotary Washer

is found in the great hit it has made—the great number of them sold to thrifty housewives who usually can tell at a glance a good washer from one not as good.

Hits the dealer just right, too.

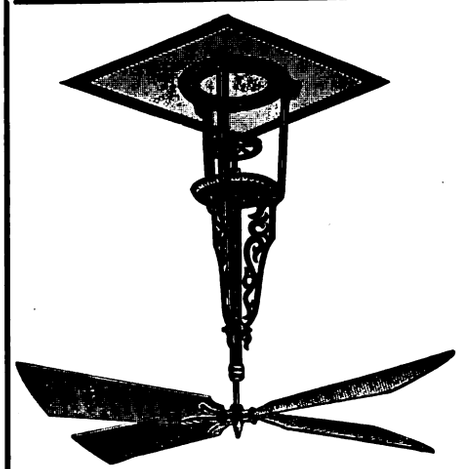


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Give The Blackstone a trial. Circulars and catalogue on request, with prices.

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Electric or Belted

INDIANA VOLUME
Blowers and Exhausters

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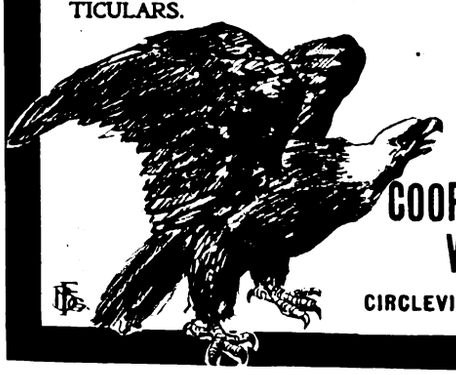
THE PAIL, OF WHITE CEDAR, COULD NOT BE IMPROVED.

THE ROLLS ARE OF HARD MAPLE, WITH STEEL AXLES, FITTED TO A NICETY.

ALL OTHER METAL PARTS BEST MALLEABLE IRON.

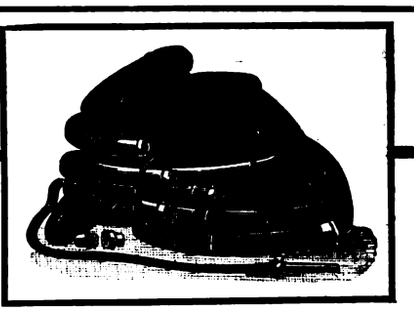
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Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

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We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

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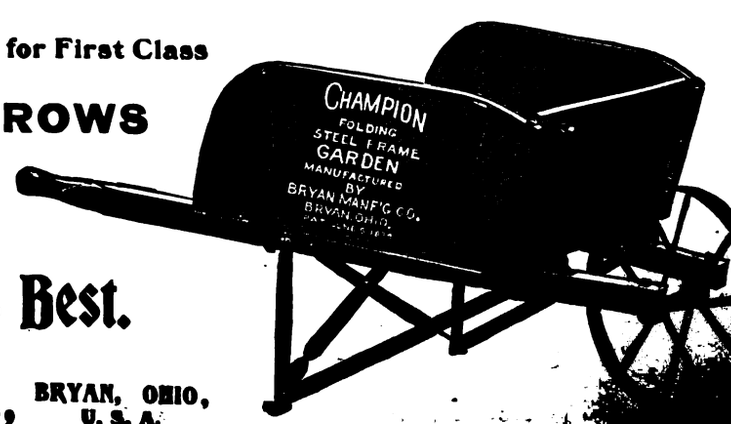
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ORDER THE • • •

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.



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Simplicity

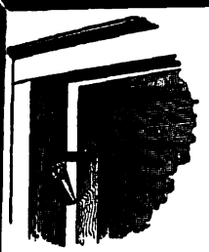
The simplicity of

The Dime Screen Door Check

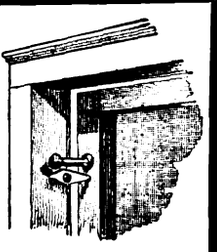
is no mere "talking point" for salesmen.

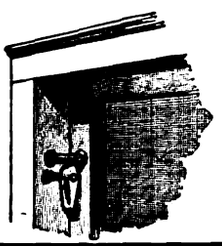
This fact is most apparent as soon as applied to any screen door.

It does away once for all with the nerve-racking slambing and banging.



Door Closing tips up Rubber Bumper





Silently Closes

Rebounds Slightly

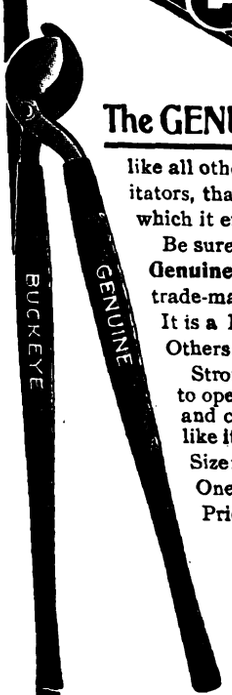
Causes screen door to close noiselessly.

Hardware Dealers! Lets send you circulars and prices.

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like all other good things, has a number of imitators, that seek to grow fat on the reputation which it enjoys.

Be sure that you offer your customers the **Genuine Buckeye Pruner.** See that our trade-mark, (Buck's Head,) is on the label. It is a Pruner that will give satisfaction. Others may, but it's doubtful.

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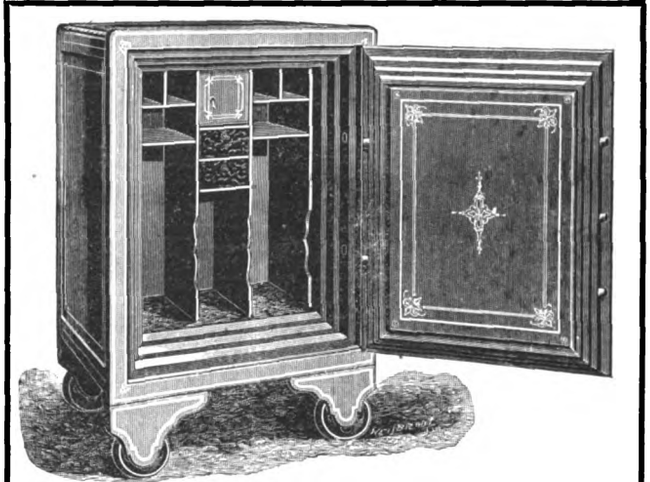
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In Body and Door Construction, in Locking Device and Fire Proofing—in each and all particulars

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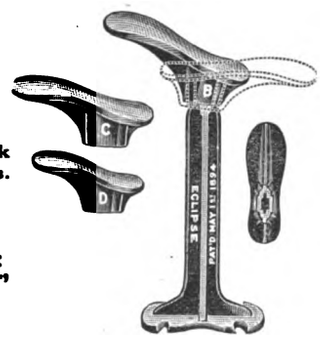
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STANDS and LASTS;

Positively the best on the market.

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FOR
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New in Principle. Continuously Germ-Proof and Efficient. Abstracts Organic and Mineral Impurities. A SCIENTIFIC FILTER.

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Than "The Old Oaken Bucket,"
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Than a Still,
Than any other Filter.

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Write for Reasons.
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Write for Booklet D if you want to know all about Filters and Filtration.

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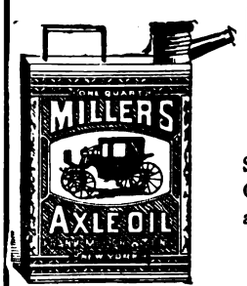
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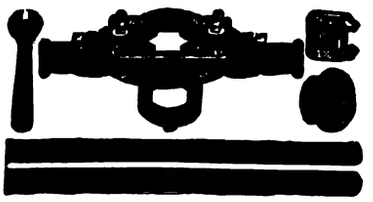
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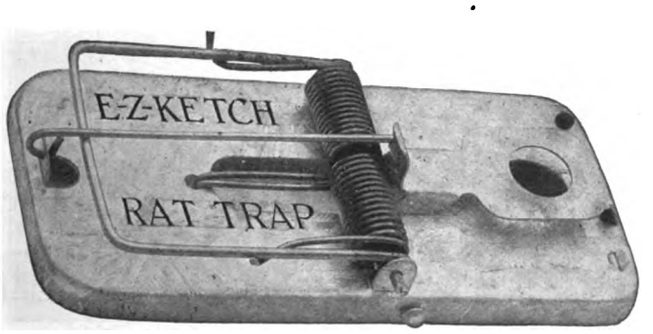
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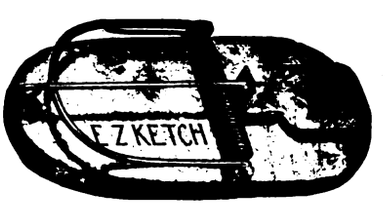
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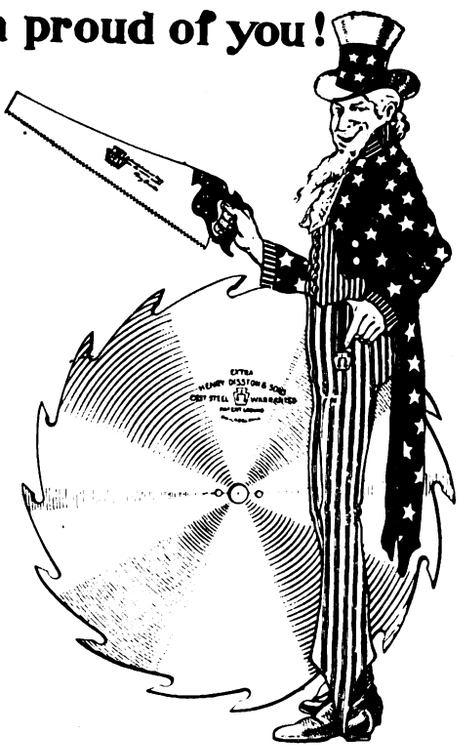
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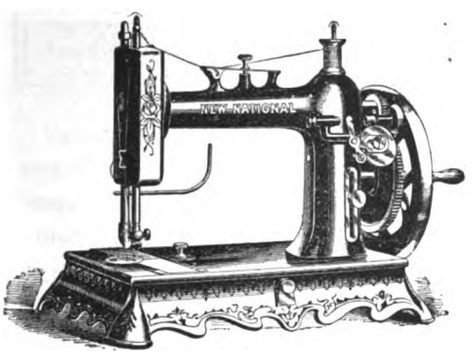
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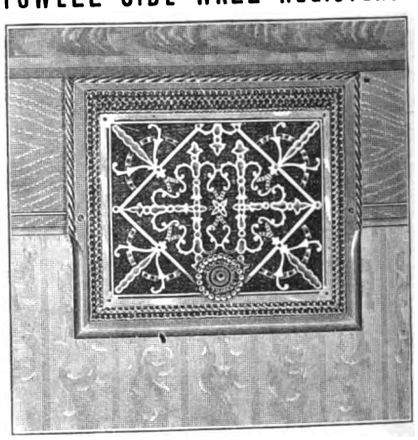
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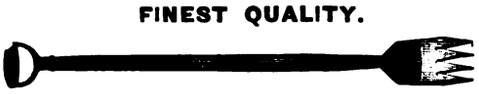
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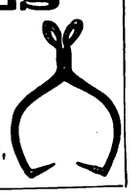
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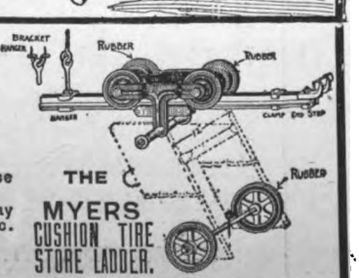
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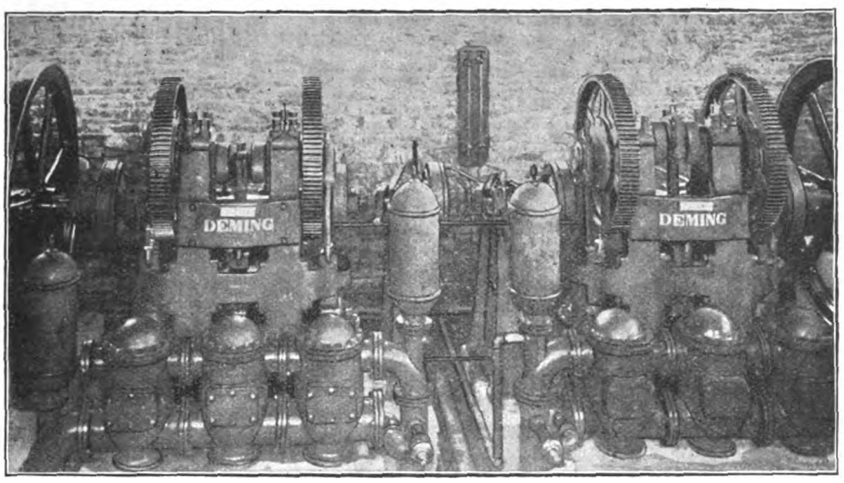
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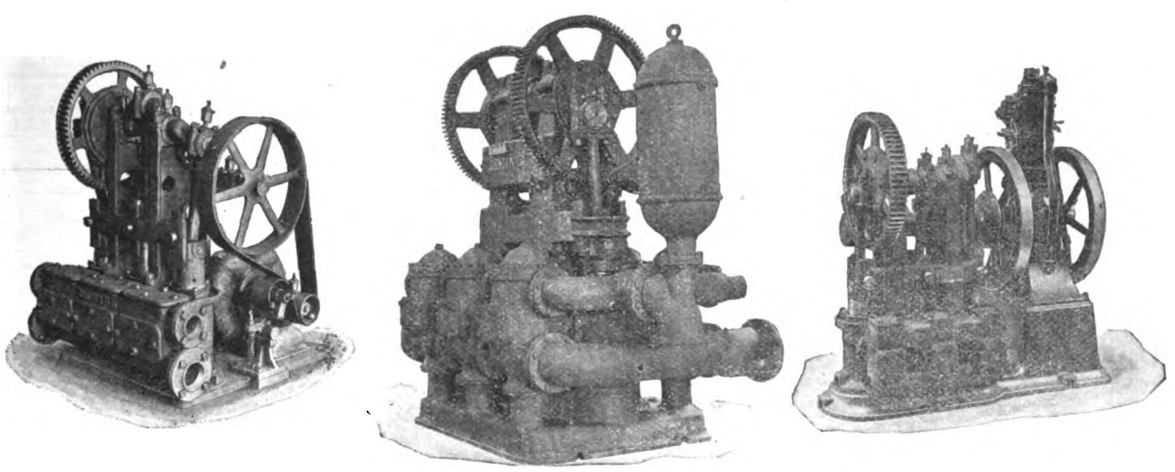
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The illustrations above will give an idea of the variety and scope of this class of Pumps. We also manufacture Well and Wind Mill Pumps, Artesian Well Pumping Engines, Spray Pumps, Hydraulic Rams, Etc.

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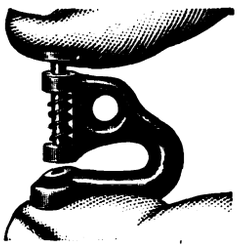
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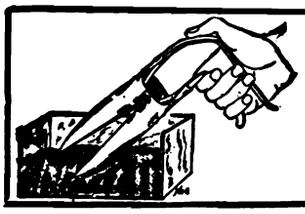
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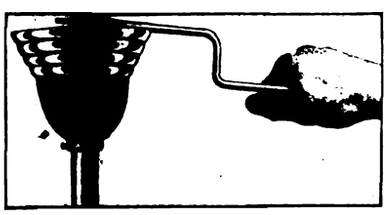
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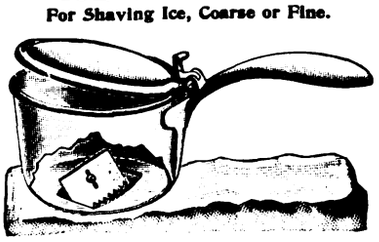


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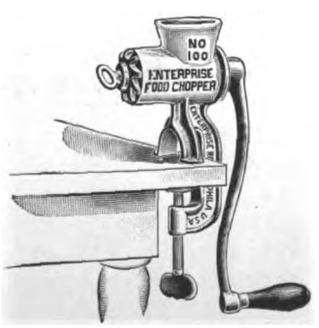
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The BEST Dressing ever produced for new or old harnesses.

Contains no acid, alcohol, or anything injurious to the harness.

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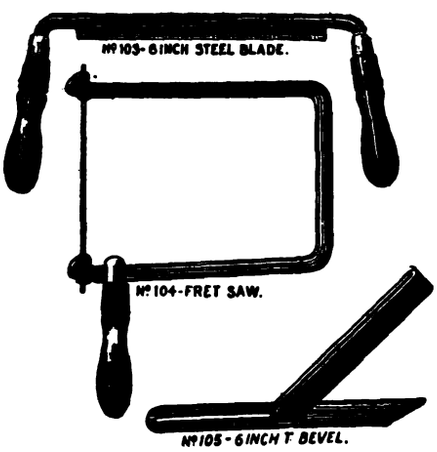
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Their Equal Is Unknown

in price and quality. They sell at ten cents each—their quality is better than many sold at a higher price.



They are substantial tools. Handles black enameled; Bevel is nickel-plated. We sell to Jobbers and protect them. Ask us for prices and discounts.

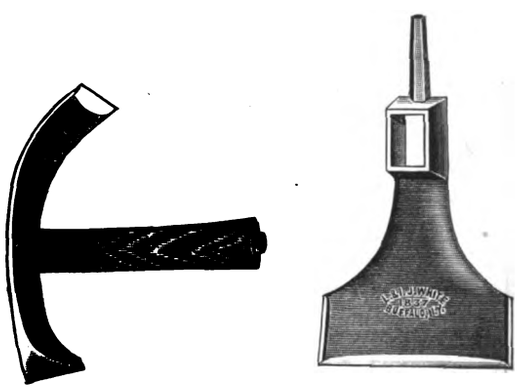
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WHITE'S EDGE TOOLS



They have enjoyed the highest esteem as business builders for nearly

THREE QUARTERS OF A CENTURY

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Ideal Combination Try Square

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One of the Most Useful Articles Ever Placed on the Market.

This Square is designed to meet the requirements of those who wish a **popular priced accurate tool.** It is **graduated** to 32ds of an inch, on **all edges of both sides,** and therefore enables one to **take measurements in any position the square is placed and permits the user to secure Bevel Cuts,** a feature which cannot be accomplished with any other Try Square.

Made in Two Sizes, 4 & 6 in. Blade.

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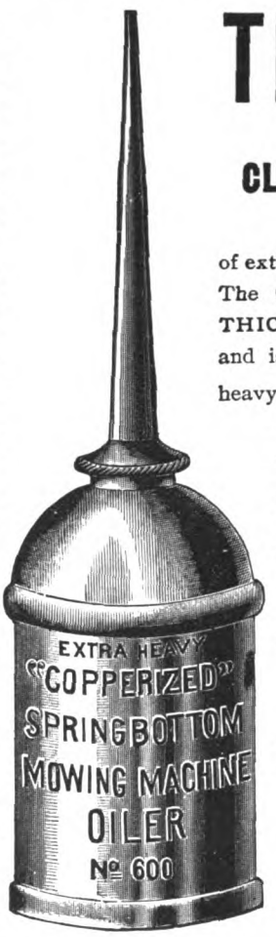
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THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

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SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

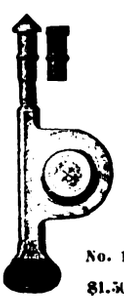
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SPEED INDICATORS



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$1.00



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$3.00

STARRETT QUALITY

CATALOGUE NO. 17 T TELLS ABOUT THEM, AND THE LARGEST LINE OF SMALL TOOLS FOR MECHANICS

The Catalogue is free.

***The* L. S. Starrett Co.**

ATHOL, MASS., U. S. A.



WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

It is agreeable to note that the United States Geological Survey, by special congressional appropriation of $30,000, will carry on series of practical tests of American fuels in connection with the coal mine exhibits at St. Louis Exposition, under the direction of Professor J. A. Holmes, chief, assisted by Edward W. Parker, statistician. These tests will include investigations covering the steam-raising, gas producing and coke producing qualities. But what is of special interest to the great coal mining industry of the Western States is the utilization of the large amount of waste of bituminous, and the lignites of North Dakota, Utah, Colorado, New Mexico and Texas.

C. E. Jennings & Co., 42 Murray Street, under date of June 1st, have now ready for distribution their new catalogue. The volume is the most complete one representing the goods made and distributed by this leading house that they have published, and should be in the hands of all the leading dealers for purposes of comparison. It contains 150 pages, in the way of chisels and auger bits there are a number of new lines which are graphically illustrated. Representing as they do in this city the Southington Cutlery Company, the production of this well-known company form an important part of the contents of this catalogue, embracing as well such goods as steel squares, curry combs, wood screws, tire bolts, etc., etc.

E. H. Ould Hardware Co., Norton, Va., intend opening at once the best selected and assorted stock of Hardware, tinware, stoves, mill and mining supplies, wagons, farming implements, paints, etc., consisting of everything usually carried in a first-class wholesale Hardware business. With a large, commodious and conveniently located building, erected especially for the purpose, their facilities for handling goods will be unsurpassed. Catalogues and circulars from manufacturers in the above lines are solicited.

The Michigan Retail Hardware Dealers will meet in annual convention on August 10-11, the session being held in all probability at the Hotel Pantlind. The local retail associations supported by the local jobbing houses have taken in hand the matter of entertaining the delegates during their short stay; and as about 200 will be present, a happy and enjoyable time can safely be anticipated. Representatives from Hardware manufacturers from all over the country have signified their intention to be present and make demonstrations of their products from a convention point of view. The Committee on Entertainment is headed by Sidney F. Stevens, who was made chairman, a position he is well fitted for.

An attractive souvenir which the Lisk Mfg. Company, Limited, Canandaigua, N. Y., is distributing among its customers in all parts of the country is a neat little watch charm in gold and red enamel, with the name "Lisk" in black enamel. This charm is made in the shape of the company's trade-mark, a Maltese cross.

The Toledo Cooker Company, Toledo, Ohio, is making an attractive exhibit of its products at the World's Fair, St. Louis, the location of its display being in the Manufactures Building, 21 Fourth Street. The company makes the Ideal Steam Cooker, Ideal Vapor Bath Cabinets and other specialties.

F. E. Myers & Brother, Ashland, Ohio, the extensive manufacturers of Force and Lift Pumps, Hay Tools, etc., have not only a large home market, but also an export trade of gratifying dimensions. Wm. C. Barker, their general export manager, having his headquarters in the Produce Exchange Building, New York, during a recent visit to the works, was accompanied by J. P. Richardson, of J. P. Richardson & Co., Melbourne, Australia, who represents the firm in that country. In anticipation of next year's business, F. E. Myers & Bro. have recently contracted for an edition of 25,000 catalogues of 368 pages each, at a cost of $5,000.

E. P. Stoughton, vice-president of the Millers Falls Co., and manager of the New York house, accompanied by his daughter, sailed on July 2d on the Hamburg liner *Patricia*. They intend spending a portion of their vacation in Great Britain, but will visit many points of interest on the Continent, pleasure being their principal pursuit, although while abroad Mr. Stoughton will strengthen the business relations of their many representatives on the other side. They expect to return about September 1st.

A. G. KAUFMAN MANUFACTURING COMPANY.

On July 1st the business formerly conducted under the name of the Dolphin Mfg. Co., 24-26 Murray Street, was merged into the A. G. Kaufman Manufacturing Company, a closed stock company chartered under the laws of the State of New York, with a capital of $25,000. A. G. Kaufman continues as manager and treasurer and trusts that the pleasant relations heretofore existing will be continued in the new company.

TELEPHONES IN NEW YORK.

It is astounding to note the number of telephones in use in New York city. In 1893 there were about 9,000 in use; to-day there are over 132,000. In the last three years alone 76,000 have been installed. It can be readily seen that telephone service is becoming more and more an important factor in business equipment. The large growth of telephone service in that city is credited to expert equipment and the message-rate system.

THE SOUTHERN PACIFIC CO. MAKE SPECIAL RATES TO BUYERS.

The Southern Pacific Co. has this day announced to the Merchants' Association of New York that it will put in effect an individual special rate from Texas to this city for the Fall buying season. The special merchants' fare of one and one-third for the round trip over the Southern Pacific system in Texas will be in effect on July 30th-August 3d, inclusive, and August 20-24, inclusive, via the New Orleans gateway, on the certificate plan. The return limit on the certificates will be thirty days from date of issuance. The Southern Pacific Co. has also agreed to make the same reduced rate from points reached by its system in Texas in connection with water trip to New York from New Orleans on the Southern Pacific new passenger steamships. The special fare of one and one-third by rail and steamer also covers meals and stateroom while on board the boat. The Merchants' Association will send to Texas merchants in the course of a few days the circulars giving full particulars as to rates, routes, dates, etc.

"CHEER UP AND SEVEN OTHER THINGS."

If any man has made a study of advertising methods and how permanent success may be achieved by aid of them, surely that man is Charles A. Bates, the author of that voluminous work on the subject known as "The Art and Literature of Business," comprised in about 2,400 pages and covering every possible detail connected with commercial exploitation. His latest work recently published under the name of "Cheer Up and Seven Other Things," is immensely popular in an inverse ratio to its size, which consists of but 104 pages, but it contains eight of the most characteristic business talks with which the name of Charles Austin Bates has been identified, and is to be had for the limited amount of thirty-five cents. It is printed and bound artistically and is profusely illustrated. The titles "Cheer Up," "Making Good," "Making a Front," "Other People's Brains," "The Ill Fortune of Brother Bill," "Things That Can't Be Done," "And All Is Advertising," "How Shall a Young man Succeed," indicate the nature of the book. Rugged, straight-from-the-shoulder common sense is the keynote, yet the vein of humor running through every page makes it wonderfully entertaining.

NEW YORK BELTING & PACKING COMPANY'S NEW STORE.

The New York Belting & Packing Company are now to be found in their new quarters at 91-93 Chambers Street, which extends entirely through the block to 73-75 Reade Street, in which they occupy the street floor and two basements with a frontage of 50 feet on both streets and depth of 150 feet. The premises have been thoroughly overhauled, particularly the street floor. The woodwork is in polished quartered oak with natural finish. The business was established in 1846, and for the last eight years has been conducted at 25 Park Place, but with scarcely enough room to properly display samples of their large line of goods. Previous to that time they were a number of years in Park Row, opposite the Post Office. They manufacture all kinds of Mechanical Rubber, Goods, Belting, Packing, Hose and many kinds of Rubber Specialties. They also make Interlocking Rubber Tiling and Vulcanite Emery Wheels. One feature of the arrangement of offices and showrooms is a specially fitted room for the convenience of friends and customers, to the use of which a cordial invitation is extended. This department will be fully equipped with corresponding facilities, telephone service, etc., for customers visiting the city.

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HARDWARE

VOL. XXVIII. JULY 10, 1904. NO. 7.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post-office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

HARDWARE PUBLISHING CO.,

809 Broadway New York.

TELEPHONE, 2704 FRANKLIN

CHICAGO OFFICE: 1164 Monadnock Block
Telephone: 2945 Harrison
C. H. GREENE, Representative

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. EUGENE BOLLES, - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The midsummer dullness is upon us and in consequence daily sales do not foot up as satisfactorily by comparison as one could wish. The possible uncertainties of the Fall season form the problem facing the dealer, and the Presidential election while of much less importance than the old days when a man had to put in his stock six months ahead, is still a matter requiring deliberation in figuring how to be prepared if some indirect causes create a slump in general sales affecting everybody alike. All reports are believed to inspire the brightest hopes that our prosperity in that respect will not receive a setback. Good crops in their usual fulness, combined with the increased acreage which has been placed under cultivation, will more than offset the influence that may be exerted by the tumult attending several presidential elections.

Regarding trade prospects in general, there is abundant reason to feel satisfied with the apparent results, for while the season opened its most spirited campaign at a little later date than was anticipated, the footed-up results leave but little to yield adverse criticism. It is almost universally conceded that business, for the first six months in the year will in all probability, be found fully up to previous seasons. And then another thing is well worth looking at, no slumps of any moment are known regarding quotations, most of the few changes that are taking place are in the shape of advances running from five to fifteen per cent. on regular lines, while activity is shown in all summer lines that will result in few goods being carried over to another season on which even interest may be lost.

The fear entertained by some prophets that prices are apt to show a tendency toward a lower range refers only to those lines on which, by new combinations among manufacturers and new list prices, much higher prices have been obtained under the excuse of levelling up the lists No doubt, in some cases, this was done so that if at any time changes of the kind forboded were essential, the modified prices could stand it better than those which previously obtained. There will be no sudden and unaccountable breaks in the market prices that will have a tendency to unsettle present conditions.

Changes in the prices on raw material have evidently been availed of by manufacturers in regard to their export output, enabling them in many cases to secure a much more satisfactory profit than had been anticipated; and as our exports of manufactured goods in which Hardware is well represented show up record figures, this alone might indicate the belief referred to above, as being possible. We ought not forget while discanting on the price vagaries of our export trade, that when we "dump" goods abroad at prices at which our high protective tariff makes possible, through extravagant profits on home sales; it really is more sensible as to general results, than to seek a market here for our over production by simply ruining the domestic sales by a slump. Formerly this was often done, but more humane methods prevail at the present time and the home market is freed from spasms caused by undigested stocks.

EXPORTS OF MANUFACTURES EQUALLING AGRICULTURAL PRODUCTS.

Manufactures and manufacturers' materials form an unusually important factor in the figures of our foreign commerce during the month of May and, indeed, in those of the entire fiscal year. For the first time in the history of our foreign trade the value of manufactures exported during the month of May exceeded that of agricultural products. The total value of manufactures exported in May, 1904, was $38,894,561, against $37,891,838, the value of agricultural products exported. Ordinarily the value of agricultural exports is more than twice as great as that of manufactures exported.

There has been but one complete fiscal year in the history of our export trade in which the total exports of manufactures were even half as great as the total exports of agricultural products. In 1900 the value of manufactures exported was $433,851,756 and of agricultural products $835,858,123, so that in that particular year the value of manufactures exported was a little more than one-half that of agricultural products exported, but never before had manufactures equaled or exceeded the value of agricultural products in our figures of domestic exports.

This preponderance of manufactures in the exports does not by any means hold good for the entire fiscal year, the total of manufactures exported during the eleven months ending with May, 1904, being but little more than half the total of agricultural exports, but in the single month of May manufactures exported actually exceeded agricultural products exported by over $1,000,000.

Another striking fact with reference to manufactures in the foreign trade is that in the month of May the importation of manufacturers' materials came within a fraction of 1 per cent. of equalling that of all other articles imported. The total value of manufacturers' materials imported in May, 1904, was $39,565,215, and of all other articles imported $41,129,535, the percentage which manufacturers' materials formed of the total imports of the month being thus 49.03 per cent.

These records of the exports of May indicate very great activity on the part of the manufacturers of the United States. Of raw material imported for use in manufacturing the total for the month of May was 4½ million dollars in excess of May, 1903, while for the eleven months ending with May the total was but 5½ millions below that of the corresponding months of last year

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—a year in which imports of manufacturers' materials exceeded by more than 50 million dollars those of any earlier year. In partially manufactured materials for use in manufacturing the imports of the year show a material reduction—from 149 million dollars in the eleven months ending with May, 1903, to 125 millions in the corresponding months ending with May, 1904, but in raw materials the drop is only from 301 millions in eleven months ending with May, 1903, to 296 millions in 11 months ending with May, 1904.

It is now quite apparent that the exports of manufactures for the full fiscal year will exceed those of any preceding year in the history of our commerce. In the eleven months ending with May, 1904, they amounted to 410 million dollars, in round terms, and as the single month of May showed a total exportation of 38 millions it is beyond question that June will add a sufficient amount to bring the total for the year past the high-water mark of $433,851,756 made in 1900.

INCREASING COMMERCE WITH CANADA.

Exports from the United States to Canada will be larger in the fiscal year about to end than in any preceding year. Reports just prepared by the Department of Commerce and Labor, through its Bureau of Statistics, show for the ten months for which figures are already received total exports to Canada amounting to 104 million dollars, against 98 millions in the corresponding months of 1903 and 89 millions in the same months of 1902. Going back to 1897, the year in which the Canadian reduction in tariff on imports from the United Kingdom went into effect, the figures of our exports to Canada during the ten months ending with April, 1897, are $51,903,579, or but one-half those of the ten months ending with April, 1904.

The Canadian reduction of duty on imports from the United Kingdom and certain of its colonies began in April, 1897, with a reduction of 12½ per cent. In 1898 this reduction was increased to 25 per cent., and in 1900 to 33⅓ per cent., and has so continued up to the present time. A table showing the total exports from the United States to Canada, covering a term of years, indicates that there has been a more rapid growth in exports to Canada since 1897 than at any period preceding that year. For the full fiscal year our exports to Canada were, in 1874, 41 million dollars; in 1884, 44 millions; in 1894, 56 millions; in 1897, the year in which the Canadian reduction of duty on imports from the United Kingdom occurred, 65 millions, and in 1904 seem likely to be nearly or quite 130 millions, and will exceed those of any preceding year.

Of imports into the United States from Canada the total for 1874 was, in round terms, 34 million dollars; in 1884, 38 millions; in 1894, 31 millions, and in 1904 will be about 48 millions.

Comparing the growth of Canadian imports from the United States and the United Kingdom since 1897, the Canadian figures show imports for consumption: From the United States in 1897, $61,649,041, and in 1903, $137,605,195; from the United Kingdom, in 1897, $29,412,188, and in 1903, $58,896,901.

The table which follows shows the exports from the United States to and imports into the United States from Canada in each fiscal year from 1895 to date, the figures for 1904 being those for ten months only:

Year ending June 30—	*Exports to Canada.*	*Imports from Canada.*
1895	$52,854,769	$36,574,327
1896	59,687,921	40,887,565
1897	64,928,821	40,309,371
1898	83,714,086	31,870,486
1899	87,974,961	31,220,967
1900	95,319,970	39,369,074
1901	105,789,214	42,482,163
1902	109,642,993	48,076,124
1903	123,266,788	54,781,418
1904 (10 months	104,164,521	41,312,214

EASTERN NEW YORK AND VERMONT ASSOCIATION.

The Eastern New York and Vermont Hardware and Iron Association held its quarterly meeting at the Edison Hotel, Schenectady, N. Y., on Thursday, June 23d. The principal features of the session were disposing of a sumptuous banquet, and a general discussion of trade matters by the various members. James L. Dunn, of the firm of McCormick & Dunn, Troy, N. Y., is the president of the organization, and Charles H. Turner, president of the Albany Hardware & Iron Co., is secretary.

A thing of beauty is a joy forever—unless the cost price leaks out.

A CENTURY-OLD CATALOGUE.

Written for HARDWARE.

"No. 516."

This is the brief, meaningless title of a Hardware catalogue of a century ago. No other sign or letter on the marbleized paper covers or two score pages of the book gives any idea of the classification of the book, its origin, its printer, publisher, or owner. The No. 516 is neatly written in on the inside of the cover.

This catalogue is but one of many of its kind in a musty corner of the library of the Essex Institute, in Salem, Mass. Whatever the story, the fame, or failure of the makers of these catalogues, and of the quaint pieces of metal workmanship therein enrolled, it is lost to the busy, inquisitive world of today. Some painstaking clerk took the trouble to write in, with old-fashioned rusty ink, the numbers of each catalogue, and one bears the faded date, July 19, 1806. Others contain revised price list, and revised discount rates, carefully written in, but nowhere about the musty old books is a scratch, or a hide or a hair to show who might have handled them, or what enterprising firm might have published them. Methods of advertising have indeed changed since these old days, when the Hardwaremen made their goods speak for themselves.

A number of quaint and interesting features were noticed by the writer as he perused the faded pages. Unusually good paper was used for the catalogues, and each page is carefully marked in script P 1, P 2, P 3, etc. Wood cuts are generously used to portray the goods offered. Indeed, in some of the catalogues there is no words whatever outside the price list, nothing to call attention to the excellent qualities, the superior merit, and novelties or other features which a modern Hardwareman would not be slow about booming for all the worth of all the printers' ink he could buy.

No. 516 is labelled "Cast Iron Book," but this is apparently a misnomer, for the opening pages contain pictures of brass and iron pulleys. Then comes a page of brass headed nails, each nail carefully pictured in full sizes, and marked 1, 1¼, 1¾, 2, 2¼ and so on up to four inches long. Lath nails, bills and sailor palms, the latter being a device whose full picture even failed to illuminate the mind of the writer as to its purpose, shutter screws and other little devices popular among the grandfathers are generously pictured.

A dozen and more pages of the quaint catalogue is given over to door plates, and the wooden-looking pictures reveal an ancient art that is a composition of the awful grandeur of the heroic age of Greece, the beauty of the Raphaelites, and the practicability of the 18th century. Huge lion's heads, fierce looking tiger's maws, and faces of fiery looking creatures, both of the kingdom of man and animals, are among the striking devices on the door plates and knockers contained in this catalogue. Perhaps they were intended to scare the burglars away. There are also plates bearing women who invited consumption and pneumonia on cold days because of the scantiness of their apparel. Other funereal-looking plates look as if they might have been intended for the door of the sanctimonious neighbor across the street, where they would weep at the gracelessness of the women unadorned upon the knocker of the opposite door.

"New thumb pattern latches, Norfolk patterns" was an inscription which caught the eye of the writer, for they faintly recalled their prototype, the old latch upon the back door of his grandfather's home. Cast-iron barrel night bolts, and sash locks and hooks and eye looked as if they might have been excellent burglar-proof devices in the days before Mr. Burglar reduced the use of the jimmy and nitro to a science.

Another peculiar feature of this ancient catalogue are the pages devoted to "cast iron kitchen furniture, tin'd." Evidently, in olden times, the Hardwaremen carried a line of pots and kettles, for the list included oval pots, round pots, fish kettles, water boilers and other wares of the kitchen. Judging from the pictures of these utensils, they were for use in the open hearth.

Scale weights, in sets from 1 ounce to four pounds, smoothing irons, and patented shovels and tongs at code prices were also included in the catalogue, but the list of the latter articles was carefully written in on the margin of the last page. Possibly it was cheaper to revise catalogues by writing on their margins than to get out new ones in these olden times.

The next book in the collection is labelled "Book 22024," and this title is also written in with rusty ink, "10 p c discount" is another inscription of the catalogue on the inside of the cover, which undoubtedly attracted the shrewd buyers. This catalogue contains pictures and prices of candle sticks, carriage and house bells, club stick nobs, peppers and salts and savealls.

The next catalogue is labelled in ink, "No. 509, Steel Toy book Dis. 5 per cent." The steel toys, as far as the writer could understand, were few and far between in this catalogue. A steel cat was the first device pictured in the book, and the first sticker

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for the writer. Undoubtedly it was a cat, for it was so labelled. But it had six legs, each 7½ inches long, and no self-respecting pussy has more than a quartette of legs, even for her nine lives.

But in this steel cat each leg was driven into a steel sphere, so that in whatever position it might be placed, three of the legs formed a tripod upon which the whole rested.

A tuning fork, a jews harp, folding button hooks and a stocking plier are among the unique Hardware goods pictured in this catalogue. Many pages are given over to nut crackers, and they are in many fanciful designs. Curling tongs are pictured in such profusion that no well-stocked Hardwareman of olden times could fail to supply on demand utensils for making anything from a chink's cue to a head of "frou frou" curls.

A ladies' back board and collar was a device that puzzled the writer. It consisted of a staight iron rod, a harness and a collar, "covered with red morocco," the catalogue said. After considerable puzzling, the writer came to the conclusion that the Hardwareman antedated the Royal Worcester corset man, and that the "ladies' back board and collar" was worn strapped to the back and over the shoulders to guarantee an erect carriage. It was an instrument of torture if used for this purpose, but then, the health culturists say that modern fitted corsets are worse than that. Besides, an historical friend told the writer that, in olden times, society girls were made to sit erect for hours at a time in straight back chairs, sometimes strapped in so that they would gracefully carry themselves in society. But, fortunately, times have changed, both for the Hardwareman and the society girls.

Some folded-in pages of the faded books No. 509 contained a description of "Gentlemen's Oak Tool Chests of different sorts as follows:"

Six different sorts of chests were described, and Chest No. 1 contained "A hammer, hatchet, saw, pair bright nippers, mallet, two-foot rule, 6 gimlets, sorted, 3 brad awls, 2 turn screws, 1 file and 1 rasp with handles, 3 firmers and a gouge."

Chest No. 6 contained "A hammer, saw set, pair bright nippers pincers, pair cutting nippers, 2 pair bright pliers, 1 hand vise, 2-foot rule, pair steel compasses, pair rack compasses, 1 striking knife, 1 brad punch, 4 brad awls, 6 gimlets sorted, 3 turn screws, a claw wrench, 1 bright chisel and sundry partitions containing a great variety of nails, wood screws, brass work, etc. In a draw is contained a brace and 12 bits assorted, a small pick iron, a bevel and square, a spoke shave, a line and roller, 5 files, 1 rasp and key hole saw.

Mahogany tool chests for "gentlemen" are also advertised, as are sportsmen's tool chests shows which contained many implements of gunnery.

But, though these chests are quite minutely described, yet their selling price is unnamed, a space in which the same was to be written in being left blank. Nor is given the name of the manufacturer, or the place where the chests might be obtained.

In fact, the origin of the musty old volume is probably lost for all time. They might have been issued by an old English firm for distribution in this country, or they might have been published by some enterprising American firm. The antiquarians, however, believed them to be of English origin, and that they were sent to this country when American mechanics depended on the English manufacturers for their tools and Hardware.

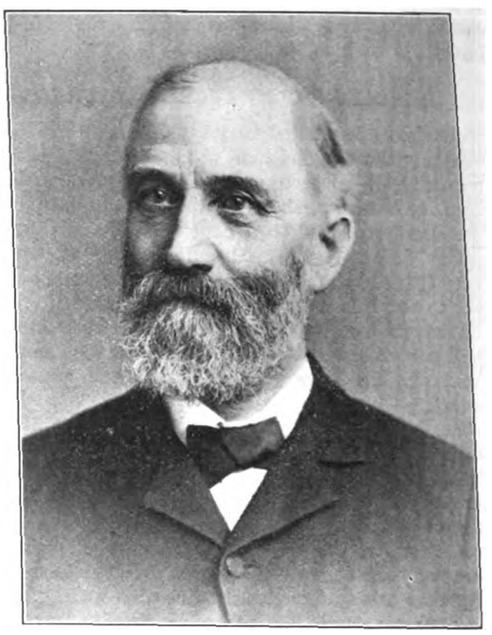
F. A. G.

DEATH OF C. S. MERSICK.

Charles Smith Mersick, head of the Iron, Steel and Hardware house of C. S. Mersick & Co., New Haven, Conn., died at his home in that city on the 24th of June, from heart disease. He was in the 64th year of his age. Mr. Mersick was born in New York, December 18th, 1840, and was connected with the Hardware business from his early manhood, mostly in New Haven. Becoming associated with the old firm of English & Atwater, he afterward went into business with Nelson Hotchkiss, under the firm name of Hotchkiss & Mersick; subsequently the firm become C. S. Mersick & Co. Mr. Mersick was president of the Merchants' National Bank of New Haven from 1889 to the time of his death. He was prominent in the disposition of public affairs, and from 1899 to 1901 he was State Treasurer of Connecticut. He was a member of the Quinnipiac and Union League Clubs of New Haven, and of several other organizations. He was an active member of the Center Church, and for many years served on the Church Committee. He married Ellen Louisa English, a daughter of George D. English, in 1865. Mrs. Mersick died in 1894. One daughter, Mary E. Mersick, survives him.

DEATH OF JOHN TIEBOUT.

John Tiebout, president of W. & J. Tiebout, died at his country home at Manasquan, N. J., June 26, of heart failure, in his seventy-seventh year. Mr. Tiebout had been actively engaged in the business in which his life was spent until very recently, when he had shown signs of impaired health. The business, that of Marine Hardware for ships and yachts, was established by him in 1853 at 197 Lewis Street, New York, that section of the city then being the active center of an important shipbuilding industry. His father, William Tiebout, a retired salt merchant, was admitted to a full partnership in 1860, father and son conducting a prosperous and successful business under the firm name referred to until 1873, when William Tiebout died, the son continuing the business under the firm name until 1892, when the business was incorporated, at which time William H. Force, J. Edgar Coon and John Tiebout, Jr., a son, were admitted to an interest, they having been 42, 31 and 24 years, respectively, associated with him, reckoning to the present. This concern was the first to largely extend the line of goods kept in stock, formed of galvanized iron



JOHN TIEBOUT.

and brass, expressly for ship and boat building, for which their superior knowledge of the possible requirements made them extremely popular. They were the pioneers in classifying and cataloguing this line of Marine Hardware, for many years almost monopolizing the trade.

Mr. Tiebout was born in New York City and on the maternal side was a grandson of Eleazer Crane, a soldier of the Revolution, who as a British prisoner suffered death by incarceration in the old sugar house used at that time for prison purposes, and located at what is now the corner of Rose and Duane Streets. Mr. Tiebout was a gentleman who was loved by all who knew him, the serenity of his mind speaks in his portrait. Generous and of humane temperament, extremely methodical and systematic in business matters, he was of inflexible integrity and possessed of a high sense of honor. In the long years devoted to his business he passed unscathed with flying colors through the several financial disturbances that unsettled mercantile circles. His aid was sought for high positions among those who knew his great merit and esteemed him for his business acumen. Mr. Tiebout was a member of the Board of Trade and Transportation, had been a trustee of the Dry Dock Savings Bank for many years, and for two years was its president. He was also for nine years a member of the General Society of Mechanics and Tradesmen and was a prominent member of the Marcy Avenue Baptist Church, in Brooklyn. Mr. Tiebout is survived by a widow, son and three daughters.

A NEW DEPARTMENT OF BUYING.

W. B. Fox & Brother, 97 Chambers Street, New York, are desirous of receiving manufacturers' catalogues along the line of Railroad Supplies and Heavy Hardware, especially in steam specialties, packings, water works, plumbers' supplies and machine tools, the firm having organized a new department for buying goods coming under the above heads and in mill and factory supplies. The manager of the department, M. B. Bass, for nine years conducted the supply department in this city of Dunham, Carrigan & Hayden Company, of San Francisco. W. B. Fox & Brother have for thirty years and over bought general Hardware for clients of theirs, both in this country and Europe.

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The wag of a yellow dog's tail is better than the shake of a false friend's hand.

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RECENT TRADE PUBLICATIONS.

EUREKA FENCE MANUFACTURING COMPANY, Richmond, Ind., have issued an illustrated catalogue descriptive of the products of their factory, which includes field and ornamental fence, fence machines, corn planters, fence supplies, grape arbors, umbrella holders, etc. They state regarding the make-up of these goods that quality is uppermost in their minds; price, which is at all times a consideration being a secondary matter only, and with quality considered, their goods will be found as low in price as it is possible to produce them. The first illustration in the above book is one of their latest style field fencing in the roll. They state as their opinion that it is unquestionably the best field fence on the market, it being a cable fence, which of course is not affected by temperature like the single strands of either coiled spring, crimped or straight wires. They claim their "M. & G." fence will not sag, buckle or bag, or get out of shape like single wire fences. One of the main features of the fence is, it can be erected on hilly or uneven ground and every wire will be stretched perfectly tight, the stays remaining perpendicular the same as on level ground—a feature, they claim, not found in any other woven wire fence. It is made in heights as follows: 41, 48, 54 and 60 inches. Send for one of their catalogues which describes and illustrates their entire extensive line of goods.

THE MAGNOLIA METAL COMPANY, New York, Pittsburgh, Chicago, San Francisco, Montreal and Boston, have recently sent to their patrons a copy of their latest catalogue. This is a "handbook of useful information for engineers and mechanics who do the pouring," and is an attractive book of 48 pages, well printed on coated paper. The book cites many instances where tests have been made to compare the quality of Magnolia Metal with other standard metals, and in no instance has the Magnolia been "found wanting." Interesting tabulated statements of these tests are found on the last pages of the catalogue. They give as reasons why Magnolia metal is cheapest and best: It is a self-lubricating graphite and anti-friction metal; it shows the lowest co-efficient of friction; it wears longer than any other metal; it saves oil and cheaper oil can be used; it saves the heavy expense incident to re-babbitting; it saves fuel, as there is less resistance to overcome; it saves the machinery, as there is less wear on the journal; it saves the loss incident to shutting down to re-babbitt; it costs less than the "Genuine Babbitt;" it will never cut or score the journals; it imparts to the surfaces of journals and bearings a smooth and mirror-like polish. This book contains much information that will be found valuable to those interested in this subject.

W. H. SWEENEY MANUFACTURING CO., No. 66-72 Water Street, Brooklyn, N. Y., are the authors of an illustrated catalogue and price list of nickel-plated ware which they manufacture, consisting of "Royal" and "Berlin" nickel-plated ware and Carpathian trays. This catalogue annuls all previous lists, discounts and quotations heretofore issued by them. They have recently added very extensively to their list of manufactures, especially in the line of copper, brass and nickel-plated ware; also a very large line of metal trays and new designs in tea and coffee pots, and these are all fully illustrated in the above-mentioned catalogue. With a larger factory, increased force of workmen and improved machinery, they are enabled to produce more perfectly finished goods, and more promptly than heretofore. Included in the contents of their catalogue are tea and coffee pots, tea kettles, spoon holders, sugar bowls, pitchers, cuspidors, trays, crumb trays, pudding and chafing dishes, smoking sets, bathroom fixtures, wash boilers, etc., etc. A copy of this excellent book will be sent to those interested, upon application.

THE TAPLIN MFG. CO., New Britain, Conn., have issued an odd catalogue in the form of three circulars, folded one inside the other, and each one smaller than the one in which it is folded, and the whole enclosed in an attractive red cover. The first circular illustrates and describes their Improved Dover Tumbler Egg Beater or whip for beating eggs or mixing any liquids in a tumbler where quick work and thorough mixing is required. It is long enough to use in the longest soda glass, and small enough for the smallest tumbler. It is made in two finishes, regular and electro tinned. The next circular exploits, with a cut of actual size, their Mammoth Improved Dover Beater and Mixer No. 300 for use in hotels, confectioners, caterers, bakers, etc., and is warranted in every particular. The third circular is devoted to their Dover Pattern Improved Egg Beaters, made with all-iron handles and in four sizes, viz: No. 60 or small size; No. 75 or family size; No. 100, family size, with handle slightly heavier than No. 75; and No. 150 or hotel size. All, with the exception of the No. 60, are made in the two finishes as above, and are all illustrated in actual size. A small circular attached calls especial attention to the No. 75, of which the agitator is exactly the same as No. 100, the handle being only a little lighter. This they claim to be a great seller. Their catalogue will be forwarded upon request.

THE NATIONAL SWEEPER COMPANY, Marion, Ind., have distributed among the trade a four-page folder to which is attached a *facsimile* of the guarantee card which is sent with each "National Queen" roller bearing carpet sweeper—an all-convincing argument of their durability and efficiency in every particular. The folder states that the National roller bearing carpet sweepers for 1904 will be equipped with new and unique patented features that place them still further in advance of other makes for practicability, efficiency and general good quality, for which they are so well known. The cover of the folder is attractive, being a picture of a man throwing a tub full of money into the ash barrel, and over it the wise precaution: "Don't do it." This we presume is to suggest a moral—"Buy National Sweepers."

BADGER BRASS MFG. CO., Kenosha, Wis., have distributed an attractive catalogue devoted to a description of their Solar Lamps for motor cars, cycles, motor cycles and motor boats, also illustrating the same. The book contains 36 pages and is high-grade in every respect, being well printed on heavy coated paper and finely illustrated. They state that in presenting their 1904 models of solar cycle, motor and launch lamps they feel confident the intelligent and discerning will, after comparisons and tests, recognize the superior product of the old and largest makers of acetylene lamps in the world, referring to their scientific construction as proof of their not being experiments, having sold over one-half million of them. The Solar line for the coming season comprises their gas cycle, oil cycle, gas dash, motor, automobile, triple top oil side, and tonneau tail lamps; Phare Solar headlights, generator lamps, motor searchlight, launch headlight, motor boat searchlight and many others, all of which are admirably illustrated in the above-mentioned catalogue, some of which are given with sectional views. They also make an extensive line of brackets, lamp covers, etc. All lamps of their manufacture are fully guaranteed to be as represented. Catalogue will be mailed upon request. Also enclosed in the catalogue is a circular exploiting their Kenosha Auto-Jack, which they claim lengthens the life of tires when the car is idle, and makes possible quick and easy repairs on the road. No ratchets, pawls or catches to operate in raising or lowering, but always automatically locked either way.

JOSEPH DIXON CRUCIBLE COMPANY, Jersey City, N. J., have recently issued a number of pamphlets, among which is one devoted to Dixon's Graphite Cup Greases, which is a neat envelope-size booklet of 12 pages impressing upon its readers the importance of selecting the proper lubricant in the way of grease for different purposes in order to secure the best results. Another booklet is devoted to Dixon's Ticonderoga Graphite Grease, which they claim is superior to any plain grease for all heavy work. To meet general requirements, the Dixon Company prepares a variety of excellent Graphite Greases and also manufactures many special greases for special purposes. Only two of these are described in this little book, but full information regarding their other productions will be supplied to those interested. A larger and more elaborate book is one entitled "Graphite as a Lubricant," scientifically and practically considered, with notes upon its manifold usefulness as an accessory for engineers. Included in the contents are discussions on the following: Friction and Lubrication; Graphite, Scientific Opinions and Tests; Practical Experience with Dixon's Graphite; Ways of Feeding Graphite; The Sphere of a Graphite Bearing Metal; and Dixon's Pure Flake Graphite. It will be seen from the above subjects how valuable a book this is for those who use Graphite.

ROGERS & BROTHER A-1, Waterbury, Conn., have issued another of their handsome catalogues and price-lists, exploiting their Knives, Forks, Spoons, etc., of the Star brand. This is their catalogue No. 76, and supercedes all previous lists. The goods made by this company have been so universally imitated, as has also the style of packing, etc., they have, in order that dealers may readily distinguish the genuine "Star" Rogers & Brother A-1 goods, given exact *facsimiles* of their package, etc., in the above book. They desire to emphasize their trade-mark on Flat Ware and to call particular attention to the star as an important distinguishing feature of their goods.

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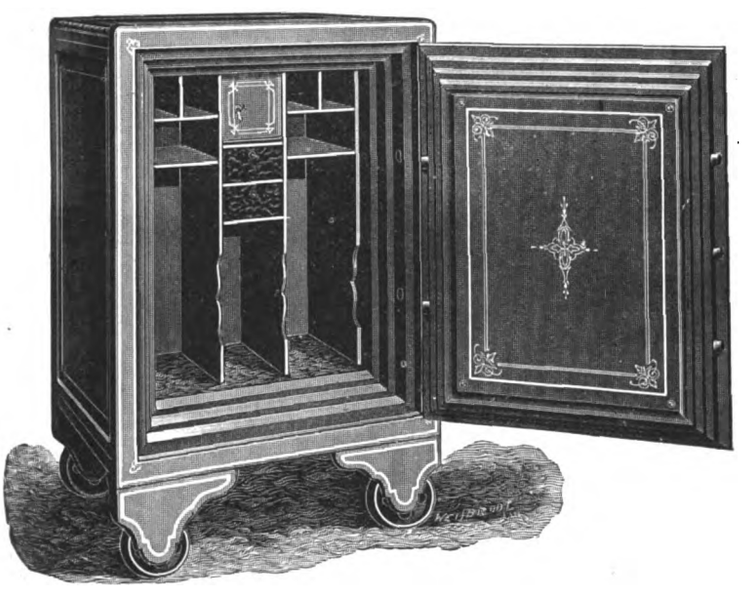
HERRING-HALL-MARVIN SAFE CO.

The Herring-Hall-Marvin Safe Co., 400 Broadway, New York, whose advertisement will be found on page — of this issue, are the leaders in the safe industry in the United States and are without a rival abroad. The reason for this supremacy among safe makers, demonstrated so thoroughly in the recent conflagration in Baltimore, is given in detail in the description of their methods and material which are given at length in the following description:

To construct a safe that will absolutely preserve its contents requires a scientific study of the effects of fire on safes and safe construction.

In the body construction steel is used wherever possible: a solid one-piece angle frame front and back, which will not break apart the top, bottom, and two sides all in one piece without crack or joint to break apart; rivets wherever used put close together as in a boiler; back of safe set inside of angle frame so it cannot be pulled out; door jambs extra heavy; inside lining of safe sheet steel.

In door construction flanges are extra heavy and have their improved method of tenon and groove, preventing the jambs from being forced away or apart from door, also acting as a sealing device against the heat forcing its way through the cracks. This is the strongest possible construction. Outside door plate is heavy re-rolled plate steel strongly riveted to flanges. Inside plate is sheet steel securely fastened; hinges strong and non-breakable, with easy motion. The bolt work is purposely made stronger than the door, and is placed in direct contact with the solid steel angle frame, which insures against the door bursting out in case the safe falls from a great height. Fit of doors as close as possible, without binding, giving least open crack.



THE HERRING-HALL-MARVIN SAFE.

The locking device consists of their well-known combination lock with three tumblers, each with one hundred numbers plainly stamped and easily set on any one of the one hundred numbers, giving the lock over 1,000,000 changes or sets of combination numbers, any one of which the owner may himself select and set it upon. If the combination in use becomes known to any one, change it and it becomes a new lock. A key lock, with a duplicate or false key in the possession of an outside party, is utterly worthless as a means of security to the owner, as a key lock cannot be changed; the door would have to be sent to the manufacturer to have a new lock put on. A discharged clerk can take a duplicate key with him; with a combination lock simply change the combination, and he cannot unlock it with the old set of numbers.

As to security, the lock is your own always; it is protected from being drilled open by a highly tempered steel plate covering the lock and all its connections. The spindle cannot be driven through nor pulled out; if, by any means, the lock should be broken off, the door cannot be opened, because it is checked automatically by a device which is released the minute the lock is broken. This device has saved thousands of dollars, and is positive in its workings. The bolt work and lock operate independently, consequently the lock cannot be forced that way.

Fireproofing is one of the most important features of safe construction and one which may easily be slighted, not being exposed. They have given this part of the safe more hard study and more severe tests than any other part. The fire-proof filling in the walls of their safes is positive, and it is dry. The books and papers will not become mildewed nor mouldy. This is a secret composition, and it is on this that their reputation has been principally founded. A finely finished safe may still lack this very important feature.

The interior arrangement of each safe is divided and partitioned in accordance with the requirements of the majority of the people who have bought safes. The stock arrangement can be changed, however to suit individual requirement. They use especially prepared wood; wood is a non-conductor of heat when protected from flame.

They take pride in making an article pleasing to the eye, and an ornament to any office or finely furnished house. All exposed parts are polished similar to a piano. The ornamentation is neat and embellishes without being gaudy. The stock finish is black enamel.

In regard to burglar-proof compartments times change; new explosives and mechanical devices continually necessitate radical improvements. The burglar-proof chest a few years old is not proof against the burglar who knows how to use nitro-glycerine. To-day it is necessary to construct the chest strong enough to withstand several charges of nitro-glycerine or dynamite; this has been accomplished by a special brand of Herring steel, which successfully withstood a tensile strain of 189,000 pounds at the government arsenal at Watertown. By a patent gooseneck crane hinge and pressure system they seat the door squarely upon the jambs, which permits a perfect metal contact all round, making a close fit; in addition to the system of tongue and grooves, they pack the grooves with a specially prepared packing, making the joints proof against liquid explosives. The bolt work to hold the door closed is purposely made stronger than the door because it has to take the shock of all explosives that may be used. The locking device is mechanically perfect and next to impossible to get out of order. The aim is to make a compartment which cannot be opened by explosives from the outside; to make the door fit so that explosives cannot be inserted through the cracks; to have the steel of which it is constructed so hard that it cannot be drilled.

Guarantee.—The reputation of the company, the result of over sixty years of manufacturing nothing but strictly first-class work (making but one grade of safes—they will not make second quality goods) is a guarantee that in placing orders with them you will receive the best that the market can give. Knowing that they use the most modern methods and materials, and employ the highest skilled labor

THE COLDWELL CONTEST TO DEVELOP INVENTIVE ABILITY.

In pursuance of a plan to inaugurate a contest for the purpose of stimulating the inventive faculties of the young men of Newburgh who are students of the Manual Training School of that city, Thomas Coldwell, president of the Coldwell Lawn Mower Company early in the year offered six cash prizes. In the competition which took place recently, fourteen participated and submitted evidences of their inventive ability, fully demonstrating the feasibility of this original idea of Mr. Coldwell's, bearing excellent fruit. E. T. Moore, who won the first prize, won also the fourth prize, both of which had reference to the application of electricity, being improvements on an electric rheostat and electric bell system respectively. A spindle design and paper cutter for use in the drafting room received the fifth and sixth prizes, being won by Joseph Taylor. The success achieved in this trial trip will undoubtedly be followed by greater activity in the future and eventually prove the wisdom of the plan pursued, founded as it was on Mr. Coldwell's personal experience possessing as he does inventive ability of a high order.

BATHTUBS OF GLASS.

No longer can the cleanly, hygienic porcelain bathtub be reckoned the leader in bathtubs, says the *Brooklyn Eagle*, for this essential household requisite has now a rival—an importation from Germany. This latest development in bathtubs is of glass, thick plate glass, and moulded in one piece. Of course, in the homes of the very wealthy there are bathtubs of much more costly material than plate glass, but this newest comer is designed for common use, the same as the porcelain type. There are not very many glass tubs obtainable as yet, but those that have arrived are attracting attention, particularly from feminine observers, for the glass looks so bright and clean and fresh.

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NEW GOODS AND SPECIALTIES.

JOHNSON TRAYLESS TACKLE BOX.

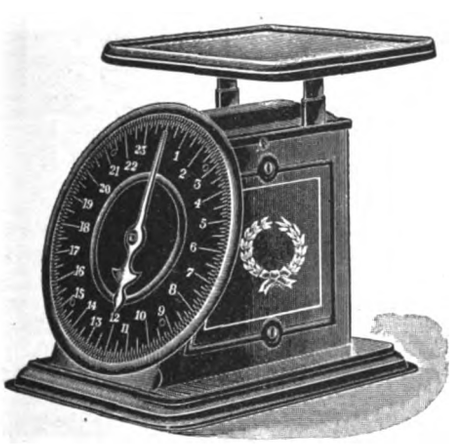
The Merriam Mfg. Co., Durham, Conn., are introducing to the Hardware trade who are now largely adding fishing tackle to their present assortments, the John Trayless Tackle Box, of which we give an illustration indicating its manifest utility and practical convenience. It will be seen that this new box will hold about everything needed for fishing gear, and in the most compact and convenient space. A single motion opens the box flat from the center, in the manner of a suit case and the entire contents are then at your instant disposal. The double sections are each 11x5½x2 inches, in the bottom part of which are ample spaces designed for reels and similar fixings, while the lighter tackle, such as snells, hooks, etc., go in the pockets of the upper compartments over which a hinged lid with handy side fastening shuts down to hold all in place. Between the sections there is room for fly book, extra coils of line, etc. This box has a good tumbler lock with two flat steel keys, and for additional convenience in carrying it about, has an entirely new fastening device which is not shown in cut, which closes over the lock escutcheon and holds it firmly shut without the necessity of using the key for the purpose. This new addition to the working outfit of the diciple of Izoak Walton will prove popular and command a ready sale.



JOHNSON TRAYLESS TACKLE BOX.

TRINER IMPROVED COUNTER AND FAMILY SCALE.

A new and greatly improved counter and family scale has just been put on the market by the Triner Scale & Manufacturing Co., 1255-9 W. 21st Street, Chicago. The greatest improvement is in the dial, which, as the cut shows, sets at an angle and can be clearly seen and read without stooping. Another important change from the old styles of such scales is the placing of the regulating screw inside the frame. This screw is held by a locknut that will always keep the indicator in its true position once it is adjusted. The opening through which the screw is reached is in the back of the frame and covered with a steel slide, not allowing it to be tampered with. This complies with the city ordinances in many places, and these scales can now be tested and stamped by the city sealers and weighers, and used for counter purposes. They are made throughout of the highest grade of cold rolled steel, no castings whatever being used. This makes them light and strong. Finished in heavy black enamel, tastefully decorated, they make a very handsome scale for counter or household use. They are also made with brass dial and tile platform.



TRINER IMPROVED COUNTER AND FAMILY SCALE.

STERLING EMERY WHEEL DRESSER.

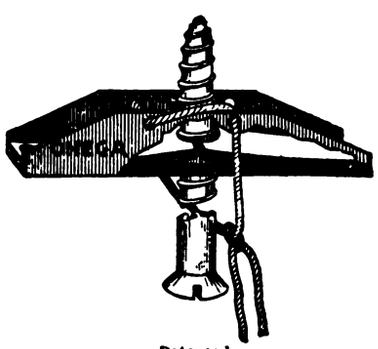
The emery wheel dresser herewith illustrated has cutters made of high carbon tool steel, tempered so as to prove not only more durable and serviceable, but more economical, than case hardened cutters. The handle is made of stamped steel, strong and light, there being no dead weight to tire the workman. The cutters revolve on an axle pin of hardened tool steel. The cutters are put up in sets of four, with two washers, each set being neatly boxed in a small carton, 100 of these cartons packed in a box, and are offered by the Diamond Saw & Stamping Works, Buffalo, N. Y. The manufacturers are receiving orders freely from jobbers in territory from Portland, Maine, to Portland, Oregon, and are also exporting them in considerable quantities to the continent of Europe. This new Emery Wheel Dresser will commend itself as a desirable line to every dealer carrying a stock of high grade mechanic's tools, and as this line, in common with the "Sterling" brand of Hack Saw Blades and Frames, is sold exclusively through the jobbing trade and at one fixed price, therefore the wholesale Hardware trade ought to have confidence in handling them. The Diamond Saw & Stamping Works, of Buffalo, N. Y., will cheerfully send catalogues in response to any inquiry. We recommend our readers to write for them, as they ought to be in the hands of the buyer for every responsible house.



STERLING EMERY WHEEL DRESSER.

THE OMEGA TOGGLE.

The New Jersey Foundry & Machine Company, 9 Murray Street, New York, are placing upon the market the Omega Toggle, designed for use in hollow brick, tile, etc.; an illustration of this Toggle we give herewith.



THE OMEGA TOGGLE.

The Toggle head is fitted with adjustable springs to fit different threads. Ordinary wood screws, either No. 10 or No. 12, of any length desired may be used. No nuts are required and there is no cutting to be done. Round or flat head brass, nickel or bronze screws can be used.

Two springs are riveted on each end of the head, and meet in the center over the hole the screw passes through. The ends of the springs are punched out in a semi-circle, the four springs engaging the thread and body of the screw, clamping it tightly with an outward stress; the screw may be pushed in or screwed in or out with the fingers, but cannot be pulled out. The string is used to hold the head in the wall while the screw is being adjusted.

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THE ENGLISH MODEL STEVENS RIFLE.

Dealers can now take orders for the new Stevens "Ideal" English model rifle No. 044½, which was illustrated and described in that company's new catalogue, but was delayed for delivery by some mechanical difficulty until July 1. This is the handsomest rifle of plain finish and low price so far made by the J. Stevens Arms & Tool Co., and is destined to become very popular. Its lines are similar to those of the regular No. 44½ Ideal. It has drop-forged frame and the new sliding breech-block action.



STEVENS "IDEAL" NO. 044½.

The butt-stock is rather broad and has a neat checked rubber butt-plate of the shotgun pattern. But the barrel will please shooters. It is half octagon but beautifully tapered, 24 inches long for all rimfire and 26 inches long for all centrefire cartridges, the weights, 5¾ and 6 pounds, respectively. It is made for all the rimfire cartridges and all centerfire ammunition of .32 (Ideal) calibre and smaller. There is a bead front and a Rocky Mountain rear sight. The trigger is plain, but set triggers as well as full octagon barrels and other changes will be made to order. The list price of the rifle is $12. This company now has its own wholesale depot in London, and the new rifle was designed to meet the ideas of rook and rabbit as well as target shooters in Great Britain, where crescent buttplates and heavy barrels are objected to. Visitors to the World's Fair should not fail to look for these new rifles at the company's space in the Manufacturers' Building.

WINCHESTER "THUMB TRIGGER MODEL" RIFLES.

The Winchester Repeating Arms Co. make the announcement that about October 1, 1904, they will put on the market two new .22 caliber single shot rifles, which will be known as the "Thumb Trigger Model" and the "Model 1904 Single Shot." The former is a decided novelty. As its name indicates, the trigger, which is located on the upper side of the grip at the rear of the bolt, is operated by pressing down with the thumb. It is claimed that

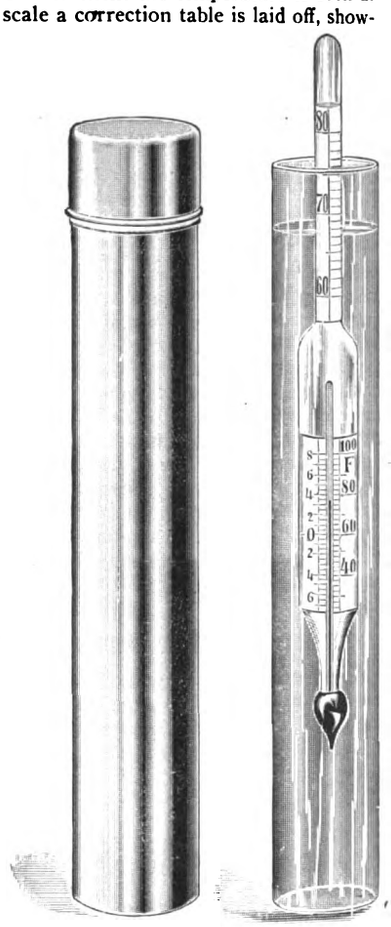


WINCHESTER "THUMB TRIGGER MODEL" RIFLE.

this style of trigger is an aid to accurate shooting, as the shooter is not so apt to throw the gun off the object aimed at in pressing down the trigger as when pulling it in the old way. This rifle weighs about 3 pounds and will list at $3.50. The Model 1904 Single Shot is the biggest value in a gun ever offered. It has a 21-inch heavy round barrel, a handsome highly finished Schuetzen shaped butt-stock 13¼ inches long with a blued steel rifle buttplate. The length of this gun over all is 37½ inches and its weight is about 4 pounds. It will list at only $6. Notwithstanding the low price at which both these rifles are offered, the claim is made that they are made with the same degree of care and science which characterizes the manufacture of all Winchester rifles. Both guns are made in take-down style and have the same simple and reliable bolt action which has made the Winchester Model 1902 so popular and has caused it to be so widely imitated. The Thumb Trigger and 1904 models will be regularly packed for the trade ten guns in a case.

TAYLOR'S IMPROVED GASOLINE HYDROMETER.

Taylor Brothers Co., Rochester, N. Y., and 85 Chambers Street, New York, have recently placed upon the market the Improved Gasoline Hydrometer, of which we give an illustration. The nickeled brass case is 1x6 inches, inside of which is a glass test tube, and inside the latter is the hydrometer in a soft flannel case. When not in use it may be carried safely in a kit of tools of either auto or motor cycle supplies. The principal feature that makes this form of hydrometer valuable, is a thermometer having a correction scale so that the gasoline's true gravity can be obtained without regard to the temperature at the time. Usually hydrometers for gasoline are made assuming that the gasoline will always be tested at a temperature of 60 degrees F., on which the Baume scale, the accepted standard, is based. But in the ordinary temperature fluctuations and climatic changes it often has to be tested in a temperature as low as freezing or less, and again as high as 90 or 100 degrees, which greatly alters the gravity reading. With this instrument the temperature is seen at a glance, and on the same scale a correction table is laid off, showing the number of degrees to add to or subtract from the hydrometer reading at top at the various temperatures above or below 60 degrees F. For example, if the gasoline at test is 80 degrees F., four is substracted from the reading, and if the temperature be 40 degrees F. four is added, all of which is plainly printed on a scale inside the larger tube, although not shown in the engraving. In these days of substitution one should not use 60 degrees gasoline when the machine demands 76 degrees or better. With this little instrument it can be determined instantly the quality of the oil offered by the dealer. For the owner or operator of a launch, auto or any power using gasoline it will prove an acquisition.



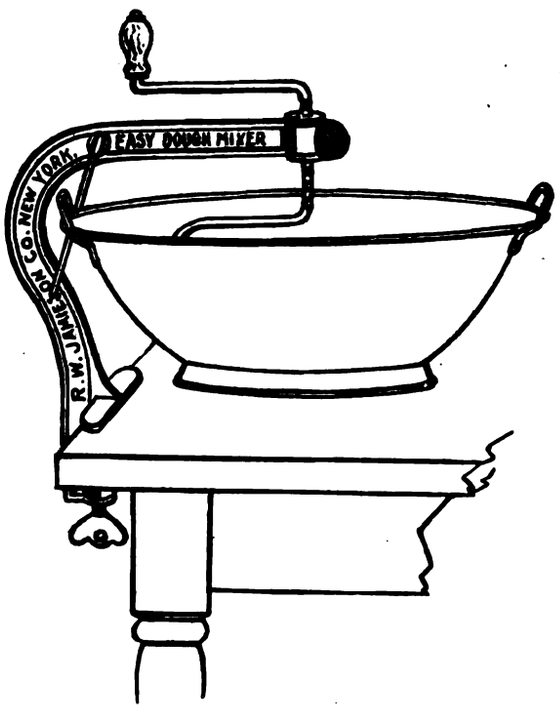
TAYLOR'S GASOLINE HYDROMETER, WITH TEST TUBE AND CORRECTION SCALE.

THE EASY DOUGH MIXER.

The R. W. Jamieson Co., 50 Warren Street, New York, are the manufacturers of the Easy Dough Mixer, illustrated herewith. The machine is entirely simple in its construction, as may be seen by the illustration, and is intended to be marketed at a moderate price. It is easily clamped to table or shelf, and can be used in connection with any of the various size pans used in making bread. It is also useful in mixing cake dough or any similar mixture. In construction it consists of an angular arm support having a clamping member at one of its ends and a verticle ad-

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justable bearing at the other. The mixing rod is adjustable both vertically and laterally—so to be adapted for use in any diameter or depth of bread-raising pan. Means are provided, at the side of the machine, for engaging the handle to the pan, which pre-

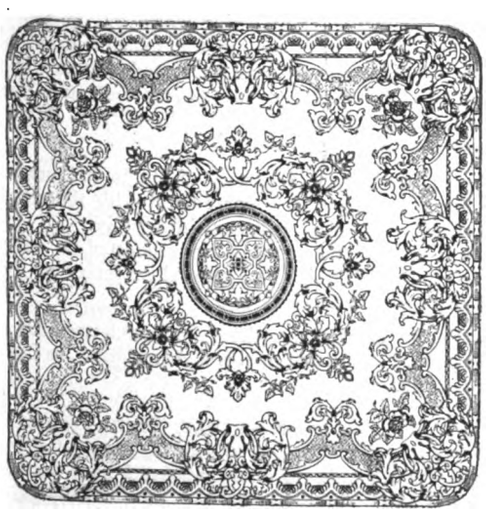


THE EASY DOUGH MIXER.

vents it entirely from turning. The mixing member is made from one piece of metal and is easy to adjust and instantly removable, when it is necessary to clean it after the kneading operation. The process of mixing the bread is simple, it being only necessary to add the liquids, yeast, etc., first, then the flour; turn the crank about three minutes, when the dough will be found to assume a compact, ball-like mass. The mixing member while rotating, picks up the dough and the dough being soft, tends to lag and travel slower than the mixing member which draws through it, kneading it into an even grain and moulding it into a compact mass, the hands never coming in contact with the dough. The machine is instantly removable from the table and the dough is free to raise in the pan in which it has been mixed.

COOPER & McKEE'S STOVE BOARDS.

Cooper & McKee, 113-121 Lorimer Street, Brooklyn, N. Y., are the leading manufacturers of Stove Boards within the limits of Greater New York, making as they do fifteen regular lines, running in individual sizes from 24 to 36 inches. The "Zinc" boards



"CRYSTAL" STOVE BOARD.

are handsomely embossed with a silver finish. The "Embossed" boards are made of embossed white metal with a bright and durable finish. The "Crystal" boards are elegantly decorated with handsome designs. All of the boards enumerated above are paper lined, and round, square or oblong in shape, and packed one dozen in a case. We present an illustration of one of the most popular styles, "The Crystal." The wood-lined Embossed are embossed in a bright silver finish, and are of corrugated edge without patched corners. The wood-lined "Crystal," which is a very attractive and durable board, is heavily coated with transparent varnish, which prevents oxydizing and keeps them lustrous in stock. These two lines are made square and oblong in shape, and are packed half dozen in a case. The assortment of styles will fill every requirement. Further particulars may be obtained from their catalogue, which is sent upon request.

VICTOR BOTTLE STOPPER AND OPENER.

The Taplin Manufacturing Co., New Britain, Conn., with New York office at 155 Chambers Street, are the manufacturers of the



VICTOR BOTTLE STOPPER AND OPENER.

Victor Bottle Stopper and Opener, of which we give an illustration. The upper part is used for opening capped bottles. The



COUNTER DISPLAY STAND.

stopper, when put in the neck of a bottle, will effectually stop it. The tool is a very simple and yet effective one. For counter display purposes, a dozen stoppers are mounted on a card and put in a box 9½x11 inches. It is a little novelty that has selling merit.

SOMETHING NEW IN EXPANSION BOLTS.

The New Jersey Foundry & Machine Co., of 9 Murray Street, New York, have just issued a four-page circular descriptive of their new one-part diamond expansion shield. For years the impression has been that expansion bolts were only intended for use in masonry, but it is stated by the manufacturers that the diamond one-part expanion shield will hold equally well in wood and will not work loose. For fastening down chairs and desks in school rooms, stools in stores, opera chairs, locks on doors of passenger coaches, etc., where constant use tends to loosen the screws, the advantages of this shield are at once apparent. With this shield it is only necessary to bore a hole with an ordinary bit, insert the shield and run in the screw the same as in wood. The shield is made with four prongs, which insures a uniform grip in all directions. The diamond one-part expansion shield is made in standard sizes from ⅛ inch to 5-16 inch diameter, to fit wood screws from No. 5 to No. 18 inclusive. Any kind, make or length of wood screw can be used. The New Jersey Foundry & Machine Co., who manufacture these shields, carry all sizes of the one-part shield in stock, and also of the diamond two-part expansion shield up to 2 inches diameter.

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THE JOINT CONFERENCE ON THE CATALOGUE HOUSE QUESTION OF ASSOCIATED JOBBERS AND RETAILERS.

The Catalogue House Committee of the National Hardware Association, consisting of S. Norvell, St. Louis, Mo., chairman; R. A. Kirk, St. Paul, Minn.; W. S. Wright, Omaha, Neb.; S. A. Bigelow, Boston, president, and T. James Fernley, Philadelphia, secretary-treasurer; of the Southern Hardware Jobbers' Association, R. M. Dudley, Nashville, Tenn., chairman; and the National Retail Hardware Association, W. P. Bogardus, Mt. Vernon, Ohio, chairman; M. L. Corey, Argus, Ind., secretary; E. M. Bush, Evansville, Ind.; S. R. Miles, Mason City, Iowa, and T. Frank Ireland, Belding, Mich., held their sessions at Hotel Jefferson, St. Louis, Monday, Tuesday, Wednesday and Thursday, June 27, 28, 29 and 30.

We are advised that the many phases of this important and interesting question were thoroughly discussed from the viewpoint of the manufacturers, the jobbers, the retailers and the catalogue house. It was the aim of this conference to eliminate all irrelevant matter and get right down to the main principles and issues involved. Little time was wasted complaining of existing conditions. The questions that were discussed and decided upon were those bearing upon practical and equitable remedies to be applied. After earnest and thoughtful consideration of each point involved, a platform was adopted for the future guidance of those who will be in charge of this work for the jobbing and retail interests of the country.

It will be obvious to all that some of the very objects this conference had in view would be made more difficult of accomplishment by the publication of all the articles in the platform, but realizing the general interest of the trade in this subject, we are informed that the following is a brief summary of some of these articles.

The present established system of distributing goods from the manufacturer to the jobber, from the jobber to the retailer and from the retailer to the consumer is the most economical and best serves the interest of all classes of our people and therefore must be maintained. The manufacturer, the jobber and the retailer are entitled to a fair and reasonable profit, and any system of merchandising that injures either manufacturer, jobber or retailer should be recognized as an injury to all.

The present conditions that exist as a result of the methods of the catalogue houses in marketing certain well-known manufacturers' brands have greatly injured the jobbing and retail Hardware trade of this country, and if such methods are to be encouraged it means the eventual elimination of the Hardware jobber and retailer. The catalogue house system of making prices is recognized as being such that a few catalogue houses doing an infinitesimal part of the total Hardware business of the country can make prices for the retail Hardware trade of the whole country, regardless of consequences.

It is recognized that the great injury the catalogue houses are to the trade is not the result of their actual sales but of their general demoralization of prices in the Hardware line in order to influence sentiment and sales on other goods on which they make inordinate profits. It is recognized that neither manufacturer, jobber nor retailer can stand alone. It is believed there is a community of interests. It is the duty of the manufacturer to protect the jobber. It is the duty of the jobber to protect the retailer.

The Hardware trade of this country cheerfully accept the control of many manufacturers in the sale of their goods, the object of such control being to prevent the demoralization of prices on such lines, and it is maintained that the same principles should be applied to catalogue houses for the protection of the retail trade. It is not demanded that anyone refuse to sell catalogue houses, but it is emphasized that if any manufacturers or others insist upon selling this class of trade it is their duty to the jobbers and the retailers to see that the interests of the jobbers and retailers selling such goods are protected. Attention is called to the fact that the only method by which jobbers and retailers can show a practical and substantial appreciation of the good will of those manufacturers who are willing to exert themselves in the protection of the interests of the retail dealers, is by pushing the sale of their goods.

With the desire of placing in the hands of the jobbers and retailers a simple and ready reference of lines of goods and prices shown in the catalogues of prominent catalogue houses, it is proposed to compile a digest of the prices published in the Hardware line by the best-known catalogue houses, together with the names of the brands. In cases where the descriptions of the goods offered for sale are purposely misleading, the correct names, numbers and other description of the goods will be given. It is recommended that the buyers of both jobbers and retailers refer to this digest whenever placing their orders for the lines therein mentioned.

It is believed that this digest will concentrate the attention of all intelligent buyers of both jobbers and retailers upon such goods as catalogue houses are permitted to use as baits and leaders and that as a result of such concentration of attention manufacturers will find they will lose more profit on the large percentage of their sales made through jobbers and retailers than they can possibly gain by not controlling the prices of the catalogue houses.

As a number of manufacturers whose lines of goods appear in current catalogues have given their assurance that either their lines will not be in future catalogues or that there will be a radical change in many of the prices quoted in such catalogues, it has been decided, in justice and fairness to such manufacturers, that this digest will cover only catalogues issued after this date.

It was the sense of the conference that by-gones would be by-gones; that no manufacturer, jobber or retailer should be criticized for his action in connection with catalogue houses in the past. It was recognized that jobbers' and retailers' associations have been working on this question for a number of years. There was no desire to emphasize any credit that might be due them for their part of the work.

It was thought best that this work be carried on by associations and through association membership. All jobbers and retailers not now connected with associations will be welcome to join the Association ranks and assist in continuing this work.

An important action by the conference was the formation of a permanent organization for the continuance of this catalogue house work, under the name of

THE WHOLESALE AND RETAIL HARDWARE JOINT COMMITTEE,

All members of the three committees taking part in this conference became members of this permanent joint committee, which was organized by the election of

S. Norvell, St. Louis, Mo.,
Chairman.
T. James, Fernley, Philadelphia, Pa.,
General Secretary.
M. L. Corey, Argos, Ind.,
Secretary for the retail Hardware trade.

and an executive committee of six, composed of the gentlemen mentioned above, and also

W. P. Bogardus, Mt. Vernon, Ohio,
Pres. Nat'l Retail Hdw. Assn.
R. M. Dudley, Nashville, Tenn.,
Southern Hardware Jobbers' Assn.
C. B. Carter, Knoxville, Tenn.,
Secy-Treas. South. Hdw. Jobbers' Assn.

It is emphasized that this Joint Committee does not represent jobbers or retailers alone, but is a committee representing the united interests, in one committee, of both jobbers and retailers. It is believed that this is the first committee of the kind that has ever existed in the Hardware trade of this country. This fact is a marked indication of the prevailing belief that in this catalogue house question the interests of both jobber and retailer are identical.

We are further advised that active work will immediately be commenced in various ways among the jobbers in the associations, through their buyers and salesmen, and also that important measures will be gotten under way among the retail Hardware trade of the country through the National and State Retail Hardware Dealers' Associations.

M. L. Corey, Argos, Ind., Secretary of the Joint Committee for the retail Hardware trade, will correspond with the retail trade on any questions they wish to raise on this subject.

The manufacturers and jobbers are requested to address T. James Fernley, Philadelphia, Pa., general secretary of the Joint Committee in regard to this question.

Previous to the Conference, the following letter was sent to the members of the Southern Jobbers' Association by Col. R. M. Dudley, asking for suggestions:

NASHVILLE, TENN., June 20, 1904.

To the Members of the Southern Hardware Jobbers' Association.

Gentlemen—As you are, no doubt, aware, I have been selected to serve on a Joint Committee, representing the Southern Hardware Jobbers' Association, to look after the Catalogue House question. This is a Joint Committee composed of

One member from the Southern Hardware Jobbers' Association.
Three members from the National Hdw. Jobbers' Association.
One member from the American Hardware Mfgrs.' Association.
Two members from the National Retail Hdw. Dealers' Assn.

This committee will meet in St. Louis on the 27th inst. at the Hotel Jefferson, and will, of course, consider this question very fully. I realize the responsibility of the position in which I have been placed, and I would like very much to have some sugges-

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tions from the members of the Southern Hardware Jobbers' Association as to what line of policy this committee should pursue.

I dislike to be a member of a committee who does nothing, at the same time it is my desire always to be conservative. I assure you that any suggestions from you will be appreciated, and if you wish it, kept confidential. The Southern Hardware Jobbers should not treat too lightly this question of Catalogue House Competition. While none of us have sold these people and have not suffered much from their competition, the inroads which they are making with us are greater than ever before, and this is undoubtedly the time when we should direct our efforts against them.

I would be very glad to hear from you promptly with any advice that you would be kind enough to give me.

Yours truly,

R. M. DUDLEY,
of Gray-Dudley Hardware Co.

P. S.—Please acknowledge receipt of this letter at once—addressing the same as follows: R. M. DUDLEY, Representing the Southern Hardware Jobbers' Association, c|o Hotel Jefferson, St. Louis, Mo.

OMITTED CONVENTION RESOLUTIONS.

The following resolutions were adopted at the recent convention of the Southern Hardware Jobbers held at Atlanta, but through some error, failed to be included in the press reports. They will be read by our readers with additional interest:

RESOLUTIONS.

Whereas, We have heard with pleasure and profit the splendid addresses of S. Norvell and others relative to the subject of catalogue houses and the evils arising therefrom, and

Whereas, This matter has not attained the proportions in our Southern territory that it has in some others, yet, appreciating that matters of such far-reaching influence which affect one portion of the trade should appeal to the craft as a whole; and in addition thereto that these matters may sooner than we think be upon us for vigorous action; and in order that we may carry out the idea and spirit of co-operation and federation which render our efforts more effective in obtaining our wishes from those we desire to impress, now, therefore,

BE IT RESOLVED, That we appoint R. M. Dudley, of Nashville, Tenn., as the representative from this Association to act in concert with the representatives of other organizations hereafter to be appointed and that he be instructed to act in behalf of this Association in conjunction with the others in the contemplated meeting.

RESOLVED, That our thanks are due and are hereby tendered to W. P. Bogardus, President of the Retail Dealers' Association of the United States for his intelligence and timely address before our Association.

Second, that we hail with pleasure this evidence of growing good will and fellowship as evidenced by this address, and we desire to reciprocate the good will as expressed by Mr. Bogardus, and we trust that the bonds which unite us may grow stronger year by year.

NEW ENGLAND IRON AND HARDWARE ASSOCIATION.

The annual meeting of the New England Iron and Hardware Association was held at Young's Hotel, Boston, Tuesday evening, June 21st, President Harry W. Waite in the chair. After the customary dinner had been attended to, the business of the evening was taken up, which was primarily the reception of reports of officers and committees for the previous year, and the election of officers for the coming year. The reports of John T. Boyd, clerk, and of Treasurer Charles H. Breck were read, and the chairmen of the following committees made their annual reports: Membership, Heavy Hardware, General Hardware, Woodenware, Saddlery Hardware and Finance. Treasurer Breck then read a report of the operations of the Bureau of Credit, which embraces a law and collection department that has been found very useful to the members in collecting overdue accounts. All of the reports were accepted and placed on file. The affairs of the association are reported in a very prosperous condition, and it is constantly increasing its influence. The membership is increasing and the general work of the association becoming more efficient. The American Iron & Steel Mfg. Company were elected to membership. The following Board of Directors was elected: C. F. Bragg, George B. Dexter, Charles H. Breck, John T. Boyd, Oscar A. Shephard, William P. Hill, William Chamberlain, Albert C. Ashton, Harry L. Doten, Roswell M. Boutwell. The directors elected C. F. Bragg, Bangor, Me., president; George B. Dexter, Boston, vice-president; Charles H. Breck, Boston, treasurer; John T. Boyd, of Yale & Towne Mfg. Company, Boston, clerk. Retiring President Waite introduced the new president with a few graceful words and welcome, and relinquished the chair to his successor, who responded in a brief address. C. F. Bragg, the newly elected president of the association, is a member of the Heavy Hardware firm of N. H. Bragg & Sons, Bangor, Maine, and in addition to his local prominence in mercantile affairs, has also served the city of his residence two terms as mayor, and is now occupying other positions of honor in that community. His election was a complete surprise to him and was received by the members with every evidence of approval, he being regarded as exceptionally well qualified for that or any other position.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED JUNE 21, 1904.

365,060. CLOTHES-RACK. Thomas H. Eulass, Mason City, Ill.
365,086. POCKET-KNIFE. George W. Miller, Meriden, Conn.
365,130. OIL-CAN. William W. Hills, Cadilac, Mich.
365,157. SIPHON OIL-CAN. Charles N. Tyler, Buffalo, N. Y.
365,160. LOCK-HINGE. Joseph Wolf. Hoboken, N. J.
365,167. MOP-WRINGER. John F. Chase, Augusta, Me.
365,186. VISE. James Kenyon, Jonathan Barnes and Richard W. Kenyon, Accrington, County of Lancaster, England.
365,255. TACK-HAMMER. Louis H. Hoover, St. Louis, Mo.

PATENTS ISSUED JUNE 22, 1904.

763,155. SAW-SET. Emma Claywood Peoria, Ill.
763,191. HOSE-MENDER. Jesse B. Marvin, Frankfort, Ind.
763,220. UNIVERSAL FRICTIONAL HINGE. Francis E. Totten, Newark, N. J.
763,226. VISE OR THE LIKE. Frederick E. Walden, Worcester, Mass.
763,257. SAW-HANDLE. Charles W. Byham, Kane, Pa.

PATENTS EXPIRED JUNE 28, 1904.

365,383. LOCK FOR CONCEALED-HAMMER GUNS. John M. Holladay, Holladay, Va.
365,420. PICTURE HANGING DEVICE. Charles M. Barnes and Warren S. Hill, Boston, Mass.
365,434. WEATHER STRIP. Albert E. Duncan, Lyons, Iowa.
365,457. DINNER-PAIL. Amasa M. Bartlett and John L. Toughy, East Marshfield, Mass.
365,467. VEGETABLE SLICER. John D. Freese, Chicago, Ill.
365,491. GRAVITATING DOOR CHECK AND CLOSER. Henry P. Shaw, Boston, Mass.
365,534. HASP-LOCK. Frank W. Mix, New Britain, Conn.
365,536. DOOR-CHECK. Francis V. Phillips, Chicago, Ill.
365,602. FISHING REEL. Henry C. A. Kasschau, New York, N.Y. N. Y.

PATENTS ISSUED JUNE 28, 1904.

763,383. ARTIFICIAL MARBLE. David Feldhamer and Nathan Oelgiesser, New York, N. Y.
763,393. DOOR-HANGER. Charles E. Harrington, Chicago, Ill.
763,437. DINNER-PAIL. Herbert Sobey, Republic, Mich.
763,448. PICTURE HANGER. Carl Winter, Chicago, Ill.
763,449. EAVES TROUGH HANGER. Cecil S. Wolford, Coshocton, Ohio.
763,469. GRINDSTONE FIXTURE. Thomas P. Eillis, Ripley, Tenn.
763,474. SASH CORD GUIDE. William R. Fox, Grand Rapids, Mich.
763,485. CARPET FASTENER. William Hausler, Derby, Conn.
763,627. HANDLE. Joseph M. Parmenter and George C. Kohler, Sidney, O.

CHINESE LABORERS IN AFRICA.

The mine owners of South Africa are entering into contracts with Chinese laborers to work in the mines of that country, says United States Consul-General Ragsdale, Tientsin, China. Ships are already at Hongkong to convey these laborers to the field of operations. The contracts are guaranteed by the British authorities, and are for three years. The coolies are to be transported free of all charge, with a reasonable supply of baggage, and are to be housed, fed, and have medical attendance, and in case of death their remains are to be sent to China. They are to have a daily ration of 2½ pounds of native grain, rice, or flour, 6 ounces of fresh or preserved meat or fish, half an ounce of tea, groundnut oil, and salt. They are to be furnished with supplies—clothing, tobacco, etc.—at cost price. At the end of the time they are to be returned free of cost. For the day's work (ten hours) they are to receive 25s. ($6) per month, and are not compelled to work on Sundays or the four Chinese holidays. After they become experienced they may work by the task, on a piecework scale to be arranged. In case of permanent injury, $12 is to be paid; in case of death not the result of negligence, $50 is to be paid to the representatives of the deceased. The sum of $30 is paid each coolie prior to his departure, to provide an outfit and make provisions for his family, etc.

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THIRD ANNUAL CONVENTION OF THE NATIONAL CYCLE TRADE ASS'N

The third annual meeting of the National Cycle Trade Association was held in New York City, June 22d, 23d and 24th, 1904. At the meeting of the active members, held June 22d, the minutes of the meeting held at Niagara Falls in 1903 were read by the secretary and approved as read.

W. D. Andrews, of Syracuse, N. Y., was elected an active member, and Louis Schwab, of Newark, N. J., an associate member.

The following directors, whose term of office expired, were re-elected for three years:

Eugene Arnstein .....Chicago, Ill.
C. L. Kelsey.....The Kelsey Co., Buffalo, N. Y.
W. L. Beckley.....The Beckley-Ralston Co., Chicago, Ill.
A. J. Holmes.....Farwell, Ozmun, Kirk & Co., St. Paul, Minn.

The remaining eight directors held over, their names being as follows:

C. W. Leng.....J. S. Leng's Son & Co., New York City.
E. J. Lloyd.....Bindley Hardware Co., Pittsburgh, Pa.
Wm. V. Sauter.....Edw. K. Tryon, Jr. & Co., Philadelphia, Pa.
F. I. Willis.....H. T. Hearsey Vehicle Co., Indianapolis, Ind.
Geo. T. Robie.....Excelsior Supply Co., Chicago, Ill.
Wm. F. Harrah....Harrah & Stewart Mfg. Co., Des Moines, Ia.
Wm. Spalding.....The Spalding Co., Syracuse, N. Y.
C. W. Cole.....The McIntosh Hdw. Cor., Cleveland, Ohio.

The following vice-presidents were elected for the ensuing year:

Geo. T. Robie, first vice-president, Chicago, Ill.
Brace Hayden, second vice-president, San Francisco, Cal.
Chas. H. Turner, third vice-president, Albany, N. Y.
C. J. Schmelzer, fourth vice-president, Kansas City, Mo.

The Executive Committee for 1904-5 is as follows:

Eugene Arnstein.....Chicago, Ill.
W. L. Beckley.....The Beckley-Ralston Co., Chicago, Ill..
Chas. H. Turner.....Albany Hdw. & Iron Co., Albany, N. Y.
Wm. F. Harrah....Harrah & Stewart Mfg. Co., Des Moines, Ia.
Brace Hayden....Dunham, Carrigan & Hayden Co., San Francisco, Cal.
A. J. Holmes....Farwell, Ozmun, Kirk & Co., St. Paul, Minn.
C. L. Kelsey.....The Kelsey Co., Buffalo, N. Y.
Chas. W. Leng.....J. S. Leng's Son & Co., New York City.
E. J. Lloyd.....Bindley Hardware Co., Pittsburgh, Pa.
W. H. Coles.....McIntosh Hdw. Cor., Cleveland, Ohio.
Geo. T. Robie.....Excelsior Supply Co., Chicago, Ill.
Wm. Sauter.....Edw. K. Tryon, Jr. & Co., Philadelpiha, Pa.
C. J. Schmelzer.....J. F. Schmelzer & Sons Arms Co., Kansas City, Mo.
Wm. Spalding.....Spalding & Co., Syracuse, N. Y.
F. I. Willis.....H. T. Hearsey Vehicle Co., Indianapolis, Ind.

The treasurer's report was read and approved. Several members were reported as not having paid their dues. The treasurer was instructed to take specific action in each case reported.

The Grievance Committee is as follows:

C. W. Leng.....John S. Leng's Son & Co., New York City.
Geo. C. Strauss.....Jos. Strauss & Son, Buffalo, N .Y.
E. J. Lloyd.....Bindley Hardware Co., Pittsburgh, Pa.
Gordon Beckley.....The Beckley-Ralston Co., Chicago, Ill.
A. J. Holmes.....Farweli, Ozmun, Kirk & Co., St. Paul, Minn.
Brace Hayden.....Dunham, Carrigan, Hayden Co., San Francisco, Cal.
E. T. Weiant.....Consolidated Supply Co., Denver, Col.
J. F. Richards..Richards & Conover Hdw. Co., Kansas City, Mo.
C. L. Elyea.....Alexander-Elyea Co., Atlanta, Ga.

At a meeting of the board of directors held June 23d in the office of the Association, Irving Building, Chambers Street, West Broadway, President Leng stated that as he had served the Association as president for two years, he thought he should be relieved. Vacating the chair, he nominated C. L. Kelsey, of Buffalo, for president. Thereupon Mr. Kelsey was chosen president for the ensuing year, and A. M. Scheffey, was re-elected secretary-treasurer.

President Kelsey announced the appointment of the following Classification Committee:

H. E. Raymond.....B. F. Goodrich Co.
Wm. B. Miller.....Diamond Rubber Co.
H. O. Smith.....G. & J. Tire Co.
Col. Geo. Pope.....Pope Mfg. Co.
Harris Parker.....Eagle Bicycle Co.
J. R. B. Ransom.....Consolidated Mfg. Co.
W. A. Graham.....New Departure Mfg. Co
W. J. Surre.....Corbin Screw Corporation.
Ralph D. Webster.....Eclipse Machine Co.
Geo. T. Robie.....Excelsior Supply Co.
Brace Hayden.....Dunham, Carrigan, Hayden Co.
W. F. Harrah.....Harrah & Stewart Mfg. Co.
A. J. Holmes.....Farwell, Ozmun, Kirk & Co.
Geo. Collister.....Collister & Sayles.
C. L. Elyea.....Alexander-Elyea Co.
Chas. W. Leng (Temporary Chairman) J. S. Leng's Son & Co.
Chas. L. Kelsey.....The Kelsey Co., Pres. N. C. T. A.
A. M. Scheffey.....Secretary-Treasurer, N. C. T. A.

A joint meeting of the jobbers and manufacturers was held at the Cosmopolitan Hotel at 3 o'clock P. M., June 22d, 1904. C. L. Leng presided and A. M. Scheffey acted as secretary. There was a large attendance. President Leng delivered the opening address, in which he thanked the members of the Executive Committee, the manufacturers and members generally for their support during the past season. He spoke of the various Association features and urged the formation of a joint Classification Committee.

Other addresses were delivered by Chas. Z. Tryon, of Philadelphia, on the "Artificial in Business;" by T. James Fernley, secretary National Hardware Association, on the general working plan of that Association, and by F. C. Gilbert, of the Pope Mfg. Co., on "Popularizing the Bicycle."

D. J. Post moved that the thanks of the visitors be tendered to the Entertainment Committee for the excellent programme furnished them. The following resolutions were adopted:

Resolved, In that it is impossible for the jobbing trade to conduct its business without granting a Spring dating on cycle goods to its customers, that a request be made on the rubber manufacturers that they, in preparing their arrangements for the coming season, provide for a dating not exceeding April 1, 1905, to be granted to the jobbing trade.

Resolved, That it is the sense of this meeting that jobbers' prices should be extended to jobbers only.

Resolved, That a Classification Committee of 18, composed of three bicycle manufacturers, three coaster brake manufacturers, three tire manufacturers, seven jobbers and the President and Secretary-Treasurer of the N. C. T. A. be appointed by the President to formulate a list of those entitled to jobbers' prices; ten votes being necessary to place any name on the list.

Resolved, That it is the sense of this meeting that catalogues, price-lists, or other advertising matter reaching the rider should not quote net trade prices.

Brief addresses were made by Ralph D. Webster, W. J. Surre, G. W. Cole and W. P. Crary.

At a second joint meeting of manufacturers and jobbers held in the Association office at 1 o'clock P. M., June 24th, a special committee, consisting of C. L. Elyea, S. B. Roby and C. W. Leng, submitted a report in which appeared the following words:

"It was, however, unanimously resolved that whereas all of our members present desire the sale of certain standard articles under restricted contract prices, that manufacturers be requested to continue the system of restricted contract prices that has been in use during the present season. The committee further report that there was not a dissenting vote within the Association on this subject. The members of this Association do not ask for the Detroit plan or for any other particular plan, but simply for the continuance of a system of restricted contract prices on standard goods which have heretofore been sold under contract prices, and such other standard lines as the manufacturers thereof may desire to include.

"The committee desire to express the thanks of the members of the Association to the manufacturers for the support received during the last season, and earnestly desire their co-operation during the ensuing year."

A meeting of the Executive Committee was held on board the excursion boat *St. John*, at 4 o'clock P. M., June 24, 1904, at which it was agreed that the dues for the ensuing year should be $25 for active and associate members, said dues being payable July 1, 1904. in advance.

At the office of the Association, 12.30 P. M., June 23, 1904, a meeting of jobbers of bicycles and bicycle sundries (members of the Association and others) was held at which a general discussion of the price question was participated in by E. J. Willis, A. Wilson, A. Morris, James Fintze, C. L. Elyea, C. L. Kelsey and Geo. W. Nock.

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On motion of Mr. Wilson, it was resolved to be the sense of the meeting that jobbers prices should be given by manufacturers to jobbers only, and that the resolution to the same effect passed at the joint session of Manufacturers and Jobbers, held June 22, be unanimously approved.

The entertainment provided for the visitors was very much enjoyed. On the afternoon of June 23d, all partook of a dinner at Cafe Martin, Broadway and 26th Street, and in the evening the party witnessed the play of "The Yankee Consul" at the Broadway Theatre. On Friday afternoon, the 24th, the visitors were taken on the excursion boat *St. John* down the bay and thence to Coney Island, where all participated in the delights of Dreamland and Luna Park. Ever since the meeting, the committee, consisting of W. A. Graham, A. Seiple and F. E. Castle have been showered with thanks for the good time had.

Among those present at the various meetings were:

Jesse Froehlich.....Pennsylvania Rubber Co., New York City.
Harry Lee....Bridgeport Gun Implement Co., New York City.
A. Seipel.....Bridgeport Gun Implement Co., New York City.
Harris Parker....Standard Spoke & Nipple Co., Torrington, Ct.
S. B. Keefer....Standard Spoke & Nipple Co., Torrington, Ct.
Carl Kaufman .....Manhattan Storage Co., New York City.
F. A. Wilcox.....Pennsylvania Rubber Co., New York City.
C. A. Hoagland.....John H. Graham Co., New York City.
Thos. J. Wetzel..National Cement & Rubber Mfg. Co., "
Baldwin Chain Mfg. Co.
S. A. Randolph.....The Dismond Rubber Co., Akron, Ohio.
James Fintze.....Hoover-Ball Co., Newark, Ohio.
Chas. F. U. Kelly.....Continental Rubber Works, Erie, Pa.
C. L. Kelsey.....The Kelsey Co., Buffalo, N. Y.
E. J. Lloyd.....Bindley Hardware Co., Pittsburgh, Pa.
Ephraim Lee.....Buffalo Tire & Rubber Co., Buffalo, N. Y.
D. L. Spraker.....Kokomo Rubber Co., Kokomo, Ind.
F. G. Stewart.....B. F. Goodrich Co., New York City.
W. P. Crary.....Twentieth Century Co., New York City.
J. T. Wherett.....New York City.
Wm. H. Grover.....Norfolk, Va.
Geo. C. Strauss.....Jos. Strauss & Son, Buffalo, N. Y.
Lewis J. Keck.....Badger Brass Co., New York City.
E. S. Feetz.....The Light Mfg. & Foundry Co., Pottstown, Pa.
Geo. W. Nock.....Philadelphia, Pa.
R. D. Alliger, Jr..Brandenburg Bros. & Alliger, New York City.
F. H. Russ.....Buffalo, N. Y.
J. B. Tucker.....Sidney, Ohio.
Fred I. Willis....H. T. Hearsey Vehicle Co., Indianapolis, Ind.
W. E. Pitzel.....Progressive Cycle & Auto Co., New York City.
F. E. Castle.....New York City.
F. C. Gilbert.....Pope Mfg. Co., Hartford, Conn.
C. A. Higmore....Manufacturers' Supplies Co., Philadelphia, Pa.
Andrew Wilson.....The Wilson Co., New York City.
Wm. V. Sauter.....Edw. K. Tryon, Jr. & Co., Philadelphia, Pa.
Wm. H. Graham.....John H. Graham & Co., New York City.
P. R. Robinson.....N. Y. Sporting Goods Co., New York City.
W. H. Burgess.....A. G. Spalding & Bro., New York City.
Wm. Spalding.. .....Wm. Spalding & Co., Syracuse, N. Y.
D. J. Post.....The Post & Lester Co., Hartford, Conn.
A. Morris.....Manhattan Storage Co., New York City.
Chas. T. Wilson.....The Wilson Co., New York City.
W. McCallister.....Baltimore, Md.
E. J. Willis.....New York City.
W. J. Surre.....Corbin Screw Corporation, New York City.
C. W. Griswold.....Corbin Screw Corporation, New York City.
F. N. Stevens.....Stevens & Co., New York City.
H. V. Dodge.....John R. Keim, New York City.
Goshen Rubber Works.
H. Mesinger.....H. & F. Mesinger Mfg. Co., New York City.
W. S. Roby.....S. B. Roby & Co., Rochester, N. Y.
C. L. Elyea.....Alexander-Elyea Co., Atlanta, Ga.
D. B. Nally.....Pennsylvania Rubber Co., New York City.
F. W. Walters.....Pennsylvania Rubber Co., New York City.
David H. Cox.....Cox & Spencer, Rahway, N. J.
R. C. Stacey.....P. B. Frasse & Co., New York City.
G. H. Barnes.....Barnes Tool Co., New Haven, Conn.
G. E. Hammanan.....Eagle Bicycle Co., Torrington, Conn.
John N. Wyllis.....Elmira Arms Co., Elmira, N. Y
Geo. W. Cole.....Coles Many-Use Oil Co., New York City.
Wm. F. Remppia.....Reading Standard Mfg. Co., Reading, Pa.
T. James Fernley.....National Hdw. Assn., Philadelphia, Pa.
F. A. Baker.....F. A. Baker & Co., New York City.
R. G. Betts.....*Bicycling World*, New York City.
H. S. White.....Shelby Steel Tube Co., Pittsburgh, Pa.
R. R. Harris.....
P. H. Fryism .....
R. W. Sampson.....
Louis Schwab.....Newark, N. J.
Chas. S. Persons.....Persons Mfg. Co., Worcester, Mass.
Jas. B. Pratt.....John S. Leng's Sons & Co., New York City.
W. S. Gorton.....Standard Welding Co., Cleveland, Ohio.
Ralph D. Webster.....Eclipse Machine Co., Elmira, N. Y.
Charles Z. Tryon.....Edw. K. Tryon, Jr. & Co., Philadelphia, Pa.

C. L. Kelsey, the new president of the Association, began active business in the bicycle sundry line in 1889. He, however, was financially interested in the same four years previously. In 1889 he founded a stock company in Buffalo, N. Y., composed of C. E. Kelsey, E. E. Kelsey, J. Kelsey and himself, known as The Kelsey Co. The capital stock all paid up $25,000. This company purchased the sundry business of M. Strauss, Buffalo. The following year they purchased the sundry business of H. C. Colton and also Buffalo Cycle Conponent Co., and moved the store to the Masonic Temple Building, 43-45 Niagara Street. Their business is exclusively wholesale, amounting to about $250,000 per year, which includes about $100,000 of export business. They manufacture bicycle frames, forks and the well-known Rapid Transit Delivery attachment for bicycles. They employ two to four salesmen and issue annually 25,000 catalogues.

THE AMERICAN COMMERCIAL INVASION.

The last railroad built in India has American rails. Americans export their iron and motors, their machinery, and galvanic wires to South Africa. Egypt, too, has more than one Philadelphia bridge. Three hundred railroad cars from Jersey City have found their way into the land of the Pharaohs, and in the foundries of Pittsburg electrical tramways were forged to connect Cairo with the Pyramids. Is it wonderful that the American manufacturer and exporter should claim, like the American missionary, that he is the great torch-bearer of civilization? For, as we have shown, he is sending the products of his mill and factory into all Europe, and it may be added that his shipments extend to all the world New Guinea, the Caroline Islands, Peru, and Greenland send to him for sewing machines. From all parts of Asia come orders for the handmaiden of commerce, the typewriter, with "export keyboards" in Hebrew, Greek, Armenian, and Arabian characters. That the Asiatic may sweeten his everlasting tea immense quantities of condensed milk are shipped to Manchuria and Mongolia. From Moors and Persians come orders for bicycles, while Abyssinia wants American cameras. The great Atbara bridge, in the Uganda, in Africa, was built of American steel by American engineers. A tool-shop in Sandusky, Ohio, recently filled an order from China for 20,000 planes. Far Australia calls for 20,000 tons of steel from an Illinois plant. Java has just bought a whole ship-load of wire fencing. Japan absorbs everything American, from lamps to a complete railroad. Jerusalem orders Edison talking machines and Kentucky whiskey and Pennsylvania stogies. To the shores of the River Jordan itself the American manufacturer is now sending his agricultural machinery.—GILSON WILLETS in *Leslie's Weekly*.

DENMARK'S FOREIGN TRADE IN 1903.

Denmark's foreign trade in 1903 is computed at $119,900,000 for her imports, and at $95,000,000 for her exports. The latter consist chiefly of meat and dairy products—lard and animal fat, 14,000,000 pounds; butter, 197,860,000 pounds; ham and bacon, 174,810,000 pounds; beef, 25,510,000 pounds; divers meats and sausages, 17,550,000 pounds. Besides these, Denmark shipped abroad in said year, 477,200,000 eggs, 21,494 head of horses and colts, 62,929 head of cattle, 39,650,000 pounds of fresh fish, and 15,050,000 pounds of salted herrings. The principal items of Denmark's imports are: Dry goods, yarns, thread, cordage, minerals and products thereof, iron and manufactures thereof, fertilizers, wood and wooden ware, oil cake, linseed, clover, and grass seed, grain (rye, wheat, barley, oats and corn), wheaten flour, and groceries. If well attended to by American producers, Denmark may prove a more valuable market to them than many of the countries of Central and South America. Neither should be neglected. Both are worth working for.—RICHARD GUENTHER, *Consul-General*, Frankfort, Germany, May 16, 1904.

AN IMPOSING ARRAY OF NOTEWORTHY PERFORMANCES.

At the recent National meet of champion marksmen, known as "The Bundesfest," held at Union Hill, N. J. (June 12th to 20th), there were more victories recorded by Stevens Target Rifles than all other makes combined. "The old, old story" is chronicled when we point to the many notable Stevens' successes scored at this important gathering. Sixty-three per cent of total winnings of first ten men were won by Stevens' rifles. Forty men made scores of 65 to 72 on target of honor, of which 28 used Stevens' rifles. "Top Notch" scores were made by: Theodore R. Geisel, of Springfield, Mass., who obtained first place on the Standard American target. His score was 49; rifle used, a Stevens' Pope, 32-40-200. In the King contest, he recorded a 10-shot score of 27 out of a possible 30 on the point target. Won first place on ring target, scoring 74. The winner of first place on the honor target, Louis Brehm, of Pittsburgh, Pa., shot a 30-40 Stevens' Pope rifle. A. Strecker, San Francisco, Cal., obtained second place on target of honor, scoring 70. He was equipped with a 32-40 Pope-Winchester rifle. W. A. Tewes was second in the King contest, making the excellent score of 197. A. 33-40-224 Pope-Ballard rifle helped him win the coveted place. Louis P. Ittel secured third place in the King Match, shooting a Stevens-Pope rifle—32-40-200. This imposing array of noteworthy performances are additional links to the long, unbroken chain of Stevens' champion achievements.

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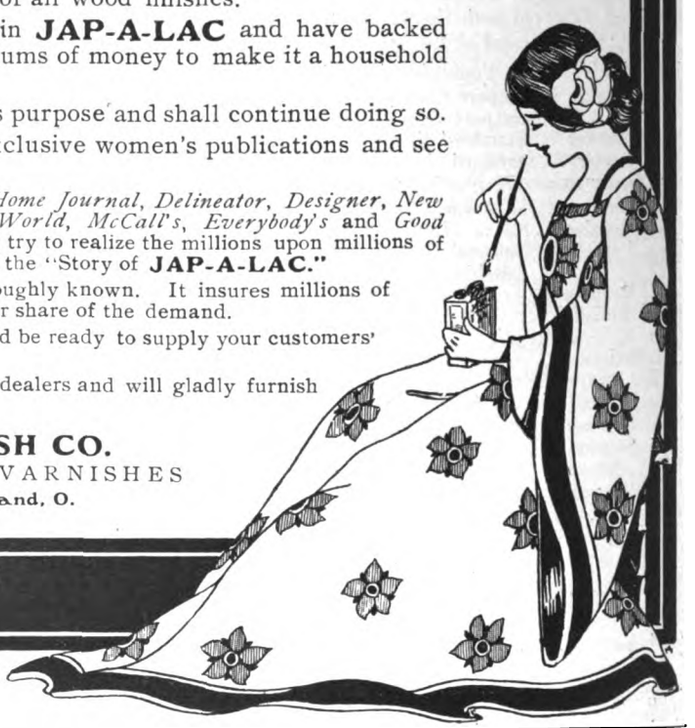
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THE WEIGHT OF MONEY.

"The weight of money is very deceptive," said an employee of the Treasury. "For instance, a young man came in here one day with a young woman. I was showing them through the department and happened to ask him if he thought the young woman was worth her weight in gold. He assured me that he certainly did think so, and after learning that her weight was 106 pounds we figured that she would be worth in gold $28,647. The young man was fond enough of her to think that was rather cheap.

"Another thing that deceives many people," he continued, "is the weight of paper money. Now, how many one dollar bills do you think it would take to weigh as much as one five-dollar gold piece?"

On a guess the visitor said fifty, and the clerk laughed.

"I have heard guesses on that," he said, "all the way from 50 to 500 and from men who have handled money for years. The fact of the matter is that with a five-dollar gold piece on the scale you would only have to put six and one-half dollar bills on the other scale to balance it.

"The question was afterward put to several people and elicited answers all the way from 20 to 1,000, the majority guessing from 300 to 500.

"Taking the weight of gold coins and bills given at the Treasury, it was figured that a five-dollar gold piece weighs .296 of an ounce avoirdupois. The employee at the Treasury who handled the paper money said that 100 bills weigh four and one-half ounces. That would make one bill weigh .45 of an ounce, and between six and seven bills would balance the gold piece.

"On the proposition of how much money one can lift, figures were obtained at the Treasury. Where certain number of coins were placed in bags and weighed as standards, for example, the standard amount of gold coin is $5,000, which weighs 18½ pounds. Five hundred silver dollars weigh 35½ pounds, while $200 in halves, or 400 coins, weigh eleven pounds.

"Two hundred pounds of coin money of various kinds is made up as follows: Silver dollars, $2,617; half dollars, $3,636; quarter dollars, $3,657; dimes, $3,615.80; nickels, $817; pennies, $295.61.

"In one dollar bills the same weight would amount to $71,111."
—*Washington Star.*

HOW THERMOMETER TUBES ARE MADE.

Few people looking at the fragile little thermometer tubes think or know how anything of the process by which they are made, and yet there are few places more interesting than a glass factory. When the raw material is brought to the factory, it goes into clay pots within the crucible and remains there thirty hours at least. When it has become a molten mass, it is ready for use. A long blowpipe is thrust into the vivid pool of glass, twirled a moment and then withdrawn, bearing at its end a small glowing ball. This ball is rolled to a cone on a small slab of iron. Then it is handed to a man seated in a low wooden chair having long The contact with water makes them very rough, and often, in arms. He gives a little puff through the pipe, rolls the pipe on the arms of the chair and then it is ready for the master workmen. The blowing requires great skill and the long slender tubes stretch out between the two workers in an incredibly short time. A touch of cold iron severs the glass from the blowpipe and the finished tubes are taken to the annealing oven, where they pass by graduation from the intense heat to comparative coolness.—*Popular Mechanics.*

ORIGIN OF THE BUCKBOARD.

There are few persons who know how the name of "buckboard" came to be applied to a vehicle. It was 'way back in the '20s, when the transportation of goods, wares and merchandise was almost entirely by wagon. A Dr. Buck, who for many years afterward was the military storekeeper at Washington, was then in charge of military stores *en route* to army posts in the Southwest. In East Tennessee much difficulty was experienced by reason of the rough roads, and there were frequent mishaps, mostly from the wagons overturning. Dr. Buck overhauled the outfit, and abandoning the wagon bodies, long boards were set directly on the axles, or hung below; and the stores were loaded in such a manner that there were no further delays from breakdowns, and the stores safely reached their destinations. In special emergency, too, the load could be shifted or taken off in a hurry. The idea was probably not new, but Dr. Buck's example was followed, done by the use of wheels, axles and boards only. Now we have especially when roads were rough, and soon much hauling was the buckboard, both in carriage and automobile forms, conforming closely to the original idea, though few suspect the source of it.—*The Carriage Dealers' Journal.*

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REVIEW OF THE MARKETS.

WIRE NAILS.—With the market by no means an active one, stocks are accumulating to some extent, but this condition will last till the mills shut down for midsummer regulating of plants. No change of note is made on the "less than carload lot" quantities, which form the bulk of the sales. Quotations continue as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

Jobbers, carload lots	$1.90
Retailers, carload lots	1.95
Retailers, less than carload lots	2.05

New York.—Business fair to medium for the month; demand up to expectations, with prices without change in the local market. Quotations are as follows:

Single carloads	$2.10
Small lots from store	2.20

CUT NAILS.—The Cut Nail Association had their usual monthly meeting on the 29th ult., but no change in quotations was deemed advisable, although more or less competition is occasionally heard from. Quotations were reaffirmed for July, and remain as follows on either Steel or Iron Nails, with no discrimination as to locality:

Jobbers' carload lots	$1.75 base
Jobbers' less than carload lots	1.80
Retailers, less than carload lots	1.90

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York—Stocks are claimed to be in good normal conditions and orders are filled promptly with no large specifications in sight. Demand is fairly up to the season's requirements. Quotations are as follows:

Carloads on dock	$1.89½
Less than carloads on dock	1.97½
Small lots from store	2.05

BARB WIRE.—Scarcely any new business is received that will prevent the mills taking the annual vacation for clearing up and repairs. General quotations remain as previously quoted, as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.20	$2.50
Retailers, carload lots	2.25	2.55
Retailers, less than carload lots	2.35	2.65

SMOOTH FENCE WIRE.—Demand is quite light as far as new orders are concerned and only an ordinary business is being done, inventory and repairs being next in order. Regular quotations are as follows, f.o.b. Pittsburgh, terms, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.80
Retailers, carloads	1.85
Less than carloads	1.95

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

AGRICULTURAL WRENCHES.—Competition between leading makers forced prices on these goods down too low; an agreement resulting therefrom has made quotations for Fall trade from ten to twenty per cent. higher than the lowest quotations that have been made.

CORDAGE.—While the demand is but an ordinary one, about what is expected for the month, with but little activity to encourage it, prices are unchanged from our previous report. The following quotations represent the market:

	Cents per lb.
Pure Manila, 7-16-inch and larger	11½
⅜ inch	12
¼ inch and 5-16	12½
No. 2 Manila	10¼@10½
Pure Sisal, 7-16-inch and larger	9
No. 2 Sisal, 7-16 inch and larger	8
⅜ inch	8½
¼ inch and 5-16 inch	9
Lath, Yarn, Medium and Coarse	8
Jute Rope, No. 1	6½
No. 2	6

BINDER TWINE.—Eastern quotations for carload lots, as follows, represent the market, f.o.b. Eastern factories:

	Cents per Pound.
White Sisal (500 feet to the pound)	9¾@10
Standard (500 feet to the pound)	9¾@10
Standard Manila (550 feet to the pound)	10¾@11
Manila (600 feet to the pound)	11¾@12
Pure Manila (650 feet to the pound)	12¾@13

Less than carload lots, quarter of a cent extra.

LINSEED OIL.—Under date of July 6, the following advanced quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels. .....43 cents per gallon.
In lots of 5 barrels or more.. .....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE CLEVELAND TRADE.

The generosity of employers in paying laborers when they are absent, causes dissatisfaction, because all employers do not find it possible to grant such gratuity. There is no legal or ethical reason why a contract for labor should not be complied with by both parties. That wealthy, prosperous concerns give such gratuities is not a good reason for assuming that all labor contracts carry such obligations. All employers are not in condition for such generosity without impairing their ability to pay their debts, and to be just before generous is commendable. If such gratuity was received with gratitude it would tend to increase the practice, but when claimed as a right tends to suppress it. It speaks well for the generosity of employers that it has become so common as to create the expectation of its universality, but it is depressing to those who are not in condition to grant it. It sometimes happens that an employer is in most need of gratuity. The ambition to be thought liberal to employees is universal, and the effect of being compelled to deny the expected gratuity is unpleasant. There is nobility in the giving, but none in expecting a gratuity. It tends to the degradation of the individuality that makes Anglo-Saxons superior. A man who labors should not be a dependent, he should be as useful to his employer in doing his work, as his employer is to him in paying agreed wages, preserving the manliness of both. Expecting tips is incompatible with American manhood, and should not be encouraged. Trade is surprisingly good, if account is taken of what would naturally depress it. The immense losses have not seriously affected financial interests. There has been no panic. The government has paid fifty million dollars in gold on the Panama Canal scheme without depleting the Treasury, and has more gold left than any other nation. Altogether the outlook is optimistic, and the West is happy.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE CINCINNATI TRADE.

The month of July opened with the usual amount of bustle preparatory to the "National Holiday," the day of the "small boy" and the complementary amount of accidents necessary thereto. Aside from an unusual amount of fireworks, the sporting goods houses also disposed of a very much larger number of various kinds of revolvers, fishing tackle and canoes than for many years in anticipation of the Glorious Fourth. The absence of the general volume of noise on the Cincinnati streets this Fourth, and the fact that most of the purchases in firearms were made in connection with boats and fishing tackle, would indicate the exodus of the old-time Fourth of the cities to the forests and streams and pleasure resorts "Fourth" of the present day. I think this is largely due to the fact that no firearms "which includes cap pistols and canes" can be sold to minors, persons so charged being immediately arrested. Verily "the day of the small boy is past." The 35th weekly special sale of the Pickering Hardware Co. embraces bathing trunks, screen door pulls, etc., and hair clippers. These special sales are proving a profitable business puller. Mr. Hart, representing the Commercial Electric Company of New Orleans, La., who was seen on the "Fourth" said: "As we have no 'Fourth' in the South, using Christmas for our celebrating, I came to Cincinnati to buy $400,000 worth of machinery from the Bullock Company, which with other equipments, is to be

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STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

shipped to New Orleans for a million-dollar plant in that city." Mr. Hart claims that by the next census New Orleans will have a population of 500,000 people as against 350,000 now, as she is prosperous in cane, cotton and rice and on the boom. The John Shillito Company has declared its semi-annual dividend of 3½ per cent. on its common stock, payable August 10th.

THE BIRMINGHAM TRADE.

The rains have decended in bountiful showers, relieving the oppressive heat and making life more agreeable and cheering us by giving us good reason to hope for large crops, which are the basis for good business. The labor troubles are coming to an end by some of the operators reaching a working basis with the miners. This year the operators have no association and are acting independently and it is hoped that ere long all will be at work. The railroads continue to seek an entrance into our city. By the end of this year the Seaboard Air Line are expected to have trains in operation here. The Illinois Central have recently arranged with the 'Frisco system to come in over their tracks and thus we secure two more independent lines. We are glad to see them come, thus making our city an important centre of distribution. All this tends to establish confidence in our own citizens and the outside world giving a stimulus to real estate and to the building of business houses and residences. The Hardwareman and the supply dealer thus gets something to do. While we are not rushed with orders, we are hopeful and contented with what business we are getting and have good grounds to expect better things to come. It is generally admitted that a Presidential year is an off year for trade. We cannot, however, see that any one is wasting time discussing the future or are very anxious about the unsettled results on that account, and hence we think a better explanation is needed so far as our section is concerned. We see in the work of building the Panama Canal an opportunity for increased trade and enhanced importance of our Southern ports; and in consequence, a beneficial result to our entire country, for one section of our country cannot prosper or suffer without all become partakers of the good or sharers in the evil. When we can all learn this lesson well, it will tend to make us more tolerant and less disposed to criticise the evils which are supposed to result from geography. We notice in the trade reports a quiet condition all over the country. We feel that our section is one of the most favored. The South is an important part of the whole and this truth is fast dawning upon the doubtful.

MOORE & HANDLEY HARDWARE CO.

THE PITTSBURGH TRADE.

The continued wet and cool weather throughout the Spring months is reflected in the volume of sales for the first half of the year which shows a falling off when compared with last year. The situation in the iron and steel market is characterized as "hopeful" but furnaces continue to go out of blast. The coal business is very quiet and many mines are shut down, activity being confined almost wholly to the lake trade. General business in this section depends for its main support upon the manufacturing industries and under these conditions a dull Summer seems to be a safe prediction As a general proposition, however, the outlook seems favorable. Aside from the fact that the mills and factories have few orders for immediate delivery there is nothing to worry about. The feeling is general that the large buyers in these lines will be compelled before long to make heavy purchases and that the Fall will bring an active demand. Once started, there is no reason why this activity should not continue. The retrenchment policy of the Penna Railroad is being severely felt in some sections. A wholesale reduction in wages affecting over 30,000 men and shut downs, which leave some 5,000 or 6,000 men idle, cannot fail to have a noticeable effect on business in these sections. The Merchants and Manufacturers' Association of Pittsburgh have arranged for their first trade excursion during the coming week. A special train will convey representatives of the principal business houses of this city over a route covering a number of the larger towns in the West Virginia territory, which is more directly tributary to Pittsburgh. Considerable interest is manifested in this excursion, both by the wholesalers in this city and by the trade in West Virginia, and it is expected that it will prove very successful in bringing them into closer relations. Following this the Association expects to arrange for in-bound excursions, by taking advantage of which merchants can come to Pittsburgh, for the purpose of buying goods, at a greatly reduced rate of fare. LOGAN-GREGG HARDWARE CO.

THE ST. PAUL TRADE.

With the election of Roosevelt a certainty, and with crop prospects most excellent, we have much to be thankful for; though our crop is not assured until sold and the money in the pockets of the farmers, then we feel safe, for the farmer buys some Hardware all the time, and more when his pockets are well lined. The steadiness of the market is pleasant to all. We see no reason for great disturbance, and expect none. We feel that our section will be blessed with more than an average crop and advise our trade to keep their stock full for the trade will soon be such that they will lose sale, if not well stocked. All the agitation about catalogue houses and department stores which seems to disturb so many is wrong, inasmuch that it simply advertises them and makes people believe that they sell goods cheaper than any one else, while the fact is that both of this class of dealers can get more on an average for their goods than the regular dealer. They have the plan of misleading people down to a nicety and they succeed successfully in doing so. The regular dealer can compete with any one of them if he will. His average profit would increase, not diminish, if he could get their prices on all items. The retail Hardwareman must study their ways and fight them wherever he sees they are weak.

HACKETT, WALTHER, GATES HARDWARE CO.

THE MINNEAPOLIS TRADE.

We are all waiting for the crops, although we are still doing business at the old stand and fairly satisfactory business, too. We need warm, but not too hot, dry growing weather. With these conditions everything would be most favorable. Fall business will depend somewhat on that, more than the results of the election, although there are not many that seriously question the result. Now that lake navigation is open goods are coming in that we have been suffering for for weeks and many of them will have to be carried over. Prices seem to be fairly well maintained, with the exception of nails, and they are somewhat demoralized. We think the jobbers in all lines are doing more business than they were sixty days ago, the retailers about the same. There has on the whole been very light business for the past six months of this year as compared with the past two years, but not light as compared with the last five years or so.

W. K. MORISON & CO.

THE SAN FRANCISCO TRADE.

The city and coast trade expression indicates that we may now be getting the edge of the wave of dullness which has been slowly rolling westward across the continent, or that the present quietude may be merely the usual midsummer lull, for thousands of people are now out of town on their Summer vacations; but the tendency is to report business decidedly quieter, without, however, any disturbing elements or any disposition to croak; that we are naturally affected by conditions in other parts of the country, although our position as a source of supply for the great markets of the Orient, which have been drawing on us for various lines of produce and merchandise for a number of years, operates to keep us from experiencing the more pronounced forms of business depression; but that so long as we have the South Pacific, northern coast and Oriental markets relying on us for goods we can never experience the acute conditions which occur in the East at regular intervals. Though dull trade we may have for a time, it is never entirely without some degree of activity. As is usual Saturdays, all jobbers closed business at noon to-day, July 2d, and, unusually so, numbers of Hardware retailers did

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT. ARCADE, AMERICAN. GREAT WESTERN, MCCLELLAN. EAGLE, J. B. SMITH. "X. F.", GOLD MEDAL.

likewise in order to give themselves and their help an opportunity to enjoy the Fourth of July vacation in the country for two-and-a-half days. In the case of members of the Pacific Coast Hardware and Metal Association they are off to-day for what they are pleased to call a full week's outing, their rallying point being the choice garden spot, Santa Barbara, where they will hold their annual meeting July 6th, 7th and 8th.

Since Mr. Plummer's recently reported retirement from the Hardware company of Philpott & Plummer, the trade name has been changed to C. H. Philpott & Co., and under the new organization and re-incorporation Mr. Philpott has been re-elected president and manager and H. C. Houghton secretary-treasurer. Mr. Houghton is an old-time Hardware merchant, but during the last couple years of his interregnum has been doing the general trade good service as secretary and missionary for the San Francisco Retail Hardware Association. This association service is now in the hands of Johnson Reynolds, who has established his office in the Philpott store, Mr. Philpott being also president of the Hardware association. The store has been materially enlarged, the former main floor offices provided with balcony so that the general appearance is quite tasteful.

Over the bay at Petaluma a change occurred the past week. C. Tempel, a pioneer Hardware merchant of that city, disposed of his business to Messrs. McCracken and Crockett, recently from Ohio. Mr. Temple has been in the trade for the past forty years.

And on the east shore of the bay, in the city of Berkeley, the Driggs-Butterfield Company filed articles of incorporation to conduct there a Hardware store. The company has a capital stock of $25,000, the directors being E. H. Driggs, F. L. Butterfield, C. A. Driggs, R. P. Butterfield and C. W. Dickson.

James A. Morrow, president of the Pacific Metal Works in San Francisco, but an east side resident of Oakland, has been elected trustee of the Oakland Free Library Association. Mr. Morrow is an alumnus of the University of California, having graduated with the class of 1879, of which George C. Pardee, now Governor of the State, was a member, and who is now on the way with other distinguished gentlemen to inform President Roosevelt that he was nominated at the recent National Republican convention for another Presidential term.

INDUSTRIAL PRESS ASSOCIATION.

A SECOND-HAND HARDWARE FAIR.

The street fairs are a distinct feature of Parisian life. Hallowed by custom and governed by strict police regulations, they come round as regularly as the saints' days. The sound of a bell on the morning of a recent Sunday opened the *Fete des Jambons*, literally "festival of hams." But the less in this case included the greater, for the Hardware and metal *fete*, which is held at the same time and in the same place, exceeds the ham fair both in extent and in variety. On the Boulevard Richard-Lenoir, in a mile and a half of street stalls, Jacques Bonhomme and his wife from every department were disposing of the produce of the pig in gay booths, covered with strings of huge sausages done in silver foil. One of these booths bore high on the pediment the bust of a horse. The relation between the horse and the sausages was left to be inferred. The only viands disposed of, besides the sausages and hame aforesaid, were rabbits—live rabbits. They were gambled for. If you put a penny on one of thirty-six squares and the index of the revolving wheel pointed to that particular square, the rabbit was yours. Thirty-six pence for each rabbit was the average yield to the vendor—not a bad price. But the hardware section claimed more of my attention than the other. I never would have thought that so much rubbish could be accumulated in France. Anything, from a second-hand tooth-brush to a mortising machine, could be bought. Brassware predominated. In the mass of resurrected lamps, candlesticks, fire-stands, warming-pans, and ornaments many valuable things could doubtless be found if one had the patience to ferret them out. Two qualifications were necessary for a successful quest—disregard for personal comfort, and a gift for haggling. There was a third—money. At this *fete* a Frenchman invariably offers half the price demanded for any object he may covet, for a stranger a safe rule is to offer one quarter. It was surprising to find the number of heavy and bulky articles brought for sale—machine tools, for instance. New goods were shown on a very few stalls. Nearly all were second-hand. What are termed "curiosites" were displayed in force. The liking of the Frenchman, even of the humbler class, for the artistic—genuine or bastard—in his house decoration is strong, and influences trade not a little. I saw a man give 15 francs for a rather choice pair of brass candlesticks, who seemed, to the outward eye, to be more in need of shoes. Anyone to whom the *fete* phase of French life appeals, especially anyone engaged in the hardware trade, should not fail if he is in Paris at the time to attend the function I have described. Should he descend upon it in the afternoon he will find all the world there, and he must walk with caution if he would not have his toes mangled.

A NEW LINING FOR REFRIGERATOR CARS.

A new lining ("Artic" brand of Keystone Hair Insulator), especially for refrigerator car insulation, has recently been placed on the market. Its distinctive characteristic is, that, while it possesses the insulating properties of hair felt, it combines the papers used in connection therewith, so that instead of involving three operations, the Arctic can be applied in one. It consists of regular felting hair fastened to and enclosed by two layers of waterproof paper. Tests have demonstrated it to be equal to Hair Felt and superior to anything else. It is furnished in lengths sufficient to reach around a car and wide enough to extend from the sill to the roof-plate. This does away with joints. Car builders will appreciate this saving in labor and waste. For the floors and roofs, the Arctic is furnished according to specifications, to fit the nailing strips and carlines respectively. It is made from ⅜-inch to ¾-inch thick, according to the quantity of hair employed, and should meet with ready favor. H. W. Johns-Manville Co., 100 William Street, New York, are prepared to figure upon specifications and furnish samples, data of tests, etc., promptly upon request.

A VALUABLE HANGER OF CONCRETE INFORMATION.

The American Sheet and Tin Plate Company, Frick Building, Pittsburgh, Pa., are distributing to the trade a little show card hanger on which they have assembled *facsimiles* of the trademarks of some of the principal products of the company. This is really a valuable compendium of important information relating to these universally used brands, showing as it does in a single glance the degree of quality that is given to each of these grades now so prominent on the market. It should be requested by our readers at once.

A Skin Game.

"Do you shave yourself very close?" said the barber.

"Not very," said the victim. "I usually leave enough skin to fasten the court plaster on, but of course you didn't know that before you began."—*Cincinnati Times-Star.*

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HARDWARE FACTS AND FICTION NOT GENERALLY KNOWN

WRITTEN FOR HARDWARE.

Fourth Article.

TRADE TOKENS.

Seventeenth century traders were in fairly prosperous condition and there were many ironmongers who stood out conspicuously among their fellow traders. The scarcity of small change was severely felt throughout England during the latter part of the 17th century, and ironmongers in common with other traders issued farthing and halfpenny tokens in order to supply it. These pieces were small, and the value of the copper of which they were composed of trifling value, hence a considerable profit was made. The dies used were of steel, the presses being made of oak, and the screws were wrought by hand. The study and the collection of these pieces reveals the fact that many of the traders were also craftsmen, and also that several industries then in a flourishing condition are now extinct.

Among the trades allied to Hardware were farriers, founders, fletchers, (makers of arrows), girdlers, (makers of grid irons and girdle plates), needle and pin makers, pewterers, gunners, locksmiths and trunk makers. The arms of the Ironmongers' Company, three swivels between three gads, figured frequently on the reverse of ironmongers' 17th century tokens. The three hammers of the Blacksmiths' Arms and the sword in saltire of the Cutlers', as well as the gauntlet between two pairs of swords of the Armorers, were often seen. Implements of trade, such as axes, hammers, picks, shears, ploughs, harrows, scythes, frying pans and gridirons were represented as emblematical of the Hardware trade.

Traders' tokens were first issued in 1648 and ceased in 1672 when regal coinage of copper currency took place. Some notable ironmongery bringing to mind contemporary history may be recalled. Hugh Holton, an ironmonger of Bedford, struck a token in 1666. He was the friend of John Bunyan and aided the gifted author of *Pilgrim's Progress* during his imprisonment.

Signs of the ironmongers of this period were curious. Samuel Hincks, of Whitechapel, had a sign of "Ye old bag of nails," and placed it on his halfpennies; the sturdy Richard Voare, of Kingstone-on-Thames, preferred a square piece of metal to the ordinary circular coin, and on the reverse of his halfpennies the Ironmongers' Arms were surmounted with the legend "Square dealing 1668."

There are few central spots in the world so well known as the Mansion House in the city of London, yet in 1669 when Hugh Lombard struck his tokens the "Wollchurch markett" where he had his shop occupied the spot where the official residence of the Lord Mayor of London now stands.

In addition to traders' tokens some of the principal towns of Great Britain struck coins for the "convenience of trade" and in order that the "poor might have change." Few of these town pieces were identified with any particular trade, but Stourbridge, (then spelt Stower Bridge) was an exception, and on the obverse of the coins of this town the Ironmongers' Arms were displayed, on the reverse the Arms of the Clothworkers, thus indicating the two staple trades of the district. Strange to say, the whole of the traders' tokens of that locality were issued by Hardwaremen.

It was after the 17th century that retailers of Hardware were distinctly separated from workers in iron. The blacksmiths were gradually divided from whitesmiths, locksmiths and other craftsmen, and retail traders gradually assumed a distinct location among workers in metals. Towns are growing and even villages were assuming a distinct trading character. Artificers and workmen gradually divided from retailers, and became separate crafts, and organized their own guilds for their protection. Retail Hardwaremen, although continuing for many years to manufacture a considerable number of the goods they sold, began to purchase ready-made articles from Birmingham, and other centres of Hardware manufacture. The country smiths generally took up shoeing and other work in connection with estates, which, as civilization extended, required more work and afforded a greater scope for operatives. Thus, although the village ironmonger continued to sell numerous articles made in his own locality he went farther afield and opened up regular accounts with traders who soon afterwards became known as factors, and formed the foundation of the great trade of Birmingham and Sheffield factors, which for the greater part of the 18th century and the early years of the 19th supplied country traders with nearly the whole of their Hardware goods.

There are many interesting legends connected with iron, and metal enters largely into the folk lore of country districts. The romance of the forge long occupied a prominent place in rural England. The greater portion of the beautiful wrought iron work now preserved with such great care in museums and country mansions was made during the closing years of the 17th century by the village smithy in different parts of England. Time was of comparatively little object, and many of these smiths loved their craft and laboriously performed wonders in the construction of heavy and light wrought iron work; much of their work was of a decorative and ornamental character, and entered largely into the ornamental structures of the period. One of the most popular poems ever written was *The Village Blacksmith*, by Longfellow:

"Under the spreading chestnut tree
The village smithy stands,
The smith, a mighty man is he,
With large and sinewy hands,
And the muscles of his brawny arms
Are strong as iron bands."

Although so many examples of wrought iron work date from this period there are earlier specimens still extant. The door in St. George's Chapel, Windsor, is of the 12th century, and the grotesque knocker on the Sanctuary door of Durham Cathedral, which bears a rather distinct resemblance to a lion, is said to be also of the 12th century.

In order to protect life and property the village blacksmith was often called into requisition, and the country locksmith taxed his ingenuity in order to protect the family chest or coffer. The strength and durability of iron led to its use for offensive purposes from early times, and towards the close of the Middle Ages the smith broke away from conventional ugliness and contrived to breathe the spirit of beauty into his designs without sacrificing the use to which the material was destined. Thus wrought iron formed the object of much artistic work both in England and abroad. Until coal came into general use malleable iron was produced direct from the ore with charcoal fuel by continuous working. Volume II of "The Antiquary" gives an interesting article on artistic iron work. It states: "Our city churches are rich in iron work, such as sword rests, communion rails, and railing round important tombs; many old cathedrals contain beautiful wrought iron brackets with pulleys and chains for the purpose of raising the front cover, and many examples of wrought iron grilles are still preserved in parish churches."

The locksmith was a man of considerable importance in old times, and to judge from the locks, bolts and keys which have been preserved, he ranks high in the artistic scale. His keys are real masterpieces of iron work, and one can readily understand why collectors of the present day make them a special object of search.

SPORTING GOODS TRADE NOTES.

San Jose, Cal.—Osen & Hunt have been succeeded by Geo. H. Osen & Co., who will move to 23-28 St. John Street.

South Bend, Ind.—Collmer Brothers are now in their new factory, which they erected exclusively for the manufacture of cycle and automobile parts.

Springfield, Mass.—Springfield Automobile Co. have increased capital from $10,000 to $50,000.

Toronto, Can.—Samuel May & Co., the bowling alley and billiard table manufacturers, have established a branch house in Winnipeg, Manitoba.

Utica, N. Y.—Remington Motor Vehicle Co. have dissolved. The plant has been purchased by the Black Diamond Automobile Co.

Utica, N. Y.—The Black Diamond Auto Co., a corporation capitalized at $500,000, has absorbed the Buckmobile Co., and the Potter Wheel Works.

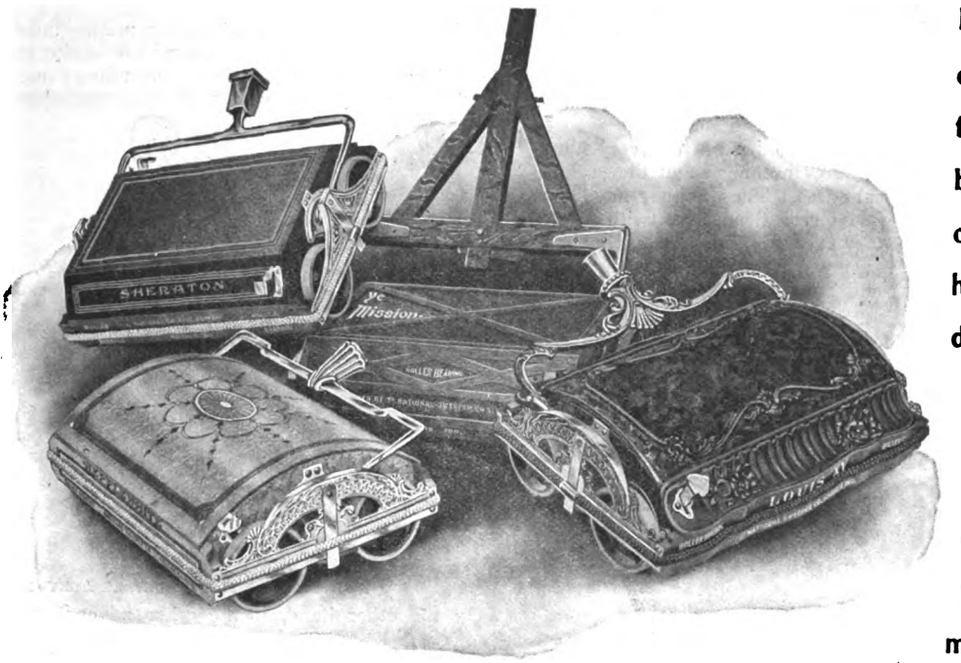
Miscellaneous.

Albany, N. Y.— Charles H. Turner, of this city, has been elected a vice-president of the National Cycle Trade Association, at the meeting held in New York on June 24.

Atlanta, Ga.—Gus Castle, dealer, has secured the contract for the machines upon which the bicycle policemen of his city are to be mounted this year. The bicycle squad will ride Eagles, as that machine was picked by George E. Johnson, of the Police Commission.

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The finest and largest Exhibition of sweepers now at St. Louis World's Fair Manufactures Building 4th & A Sts. Block 12 A



Most emphatically the very best constructed, handsomest designed and finest finished Carpet Sweepers manufactured

Still Another "National Way"

Louis XV Roller Bearing Sweeper—hand carved wood work, trimmings gold or silver.
Hepplewhite Roller Bearing Sweeper—inlaid with choice woods and pearls, trimmings silver.
Sheraton Roller Bearing Sweeper—fancy in'aid borders, trimmings heavy nickel.
Mission Roller Bearing Sweeper—modern mission in every respect, trimmings old copper.

NATIONAL SWEEPER CO.

Write for World's Fair Offer MARION, INDIANA

MANUFACTURERS' TRADE NOTES.

Miscellaneous.

Kalamazoo, Mich.—An addition of three large buildings will be made this Summer to the plant of the Kalamazoo Stove Company. The factory force will be increased to more than double its present size to meet the demand for the goods of this prospering institution. The warehouse will cover a great space, 300x200 feet. It will be one story in height and will be used exclusively for warehouse purposes. The molding shop will occupy an area of 280x120 feet, will be two stories in height, and will be given up wholly to work of molding. The nickel plating and polishing shop will be 100x120, and will partially be put to warehouse use. The big warehouse will have direct access to the L. S. & M. S., C. K. & S. and G. R. & I. railroads and will have shipping facilities not excelled by any manufacturing plant in the city. The work on these new structures will begin at once and all three of them probably will be completed by September 1. All are to be constructed of cement, like the present plant.

Wichita, Kan.—George W. Earp, of North Main Street, has purchased the controlling interest in the "Crescent Wire-Tightener Manufacturing Company," now located in Chicago, and will soon discontinue the business in that city and establish the factory in Wichita. Owing to the rapid growth of the business and the demand for the article, the factory which will be established in this city will be on a much larger scale than the one now in Chicago, and it is the company's intention to manufacture only for the jobbers and wholesale Hardware dealers, instead of the retail dealers as heretofore.

Worcester, Mass.—The Eddy Manufacturing Co., of this place, incorporated under Maine laws, with a capital stock of $50,000, has recently absorbed the business of B. Shales & Co., manufacturers of razors. Mr. Shales has taken an interest in the Eddy Manufacturing Co., and will remain as superintendent of the razor department. The headquarters of the Eddy Manufacturing Co. are at 136 Southbridge Street, while the business of B. Shales & Co. has always been conducted at 42 Southbridge Street. The places will both be run, as in the past, the only change in that direction being that the offices for both branches will be at 136 Southbridge Street.

Newark, N. J.—The Atha Tool Company will put up a $10,000 structure to be used as a power plant and to be erected at Albert Avenue and the Manufacturers' Railroad crossing.

Hannibal, Mo.—The stockholders of the Duffy-Trowbridge Stove Manufacturing Company have elected these directors for the ensuing year: C. H. Trowbridge, C. A. Trowbridge, Morris Cochran, G. W. Dulaney and W. F. Chamberlain.

Salesman Wanted.

TRAVELER ON COMMISSION, visiting the Hardware wholesale and retail trade in the U. S., wanted by Manufacturers of Razors. W. Evertz & Soehne, Graefrath-Solingen (Germany).

For Rent.

FRONT PART of first loft 147 Chambers st., near Broadway, 22½x40 ft.; plenty of light; very desirable locality; especially suitable for Hardware office and sample room. Apply in the store.



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PRACTICAL HINTS ON ADVERTISING.

BY CHARLES AUSTIN BATES.

The average business man who tries to write his own advertising matter makes the mistake of thinking that it is necessary to know all about any given business before trying to advertise it. Why this should be so, I cannot understand. When you advertise, you simply say in print the things you would say verbally if prospective customers were in your place of business.

You certainly must realize that ninety-nine out of every hundred people who buy your goods know nothing about the technicalities of your business and care less. They neither have the time nor the inclination to familiarize themselves with trade terms. What they want is *plain, everyday common sense,* logical reasons why your goods are worth buying, why they are better than the other fellows', and how much they cost.



WHAT THEY WANT IS PLAIN EVERY-DAY COMMON SENSE.

If you say that you are selling, strong, durable well-made shoes, your ad. will be understood, and people will know just what your shoes are. If, on the other hand, you say that you are selling hand welted shoes, made on a straight last, with kid vamps, nine people out of every ten won't know what you are driving at. It's surprising how few people really know the difference between a straight last and a crooked last.

A whole lot of embryo ad. writers have told me, for example, that they could not write drug ads. because they never had been in the drug business and didn't know what to say. By the same token, I ought not to attempt to write advertisements for anything but the book business, the printing business, or for a department store, because when I started in the advertising business, my experience had previously been confined to those lines of endeavor. Still, think I may say without egotism, that I have been fairly successful in writing advertising literature for about every business under the sun.

Now, isn't it nonsensical for any man to say he can't write a good drug or a good shoe ad. because he has never been in either the drug or the shoe business? The thing to do is to take yourself over in a corner and sit down and look at your shoes, and think, and think hard. Then take a piece of paper and a pencil and write down all the good features of those shoes that are apparent to you. If there are objectionable features, write those down, and in your ad. say that the shoes you are selling do not have those objectionable features. That's the way to write every kind of advertising matter.

You must get close to the ground if you hope to produce publicity that will sell goods. The most successful advertising man, precisely like the most successful man in any other line of business, is the one who has the greatest amount of plain, horse sense. ✤

The introduction to an ad. doesn't amount to a row of sticks if the rest of the ad. doesn't tell something. The headline of an ad. is the shout which attracts attention. The introduction is simply a graceful way of leading a man up to the descriptive matter and getting him so interested that, instead of shying, he will go on and see what you have to offer and how much it costs. An introduction to an ad. is precisely like the more or less felicitous remarks of the chairman of any cimmittee when he introduces a public speaker. The chairman gets up and says a few facetious things that are sometimes humorous, and that at other times are simply believed to be humorous. After he has exhausted all of his wit, he turns to the speaker of the evening, announces him, and then, with a deprecatory bow, as if to say, "Now, do your worst," retires and leaves the speaker at the mercy of the audience. The introduction to the ad. is built along the same lines. An introduction alone would never sell a bag of peanuts, but it usually adds strength to the descriptive matter. If you are going to cut out anything cut out the introduction. Never forge the descriptive matter and the prices.

The effectiveness of display depends largely upon contrast. If the other advertisers in your paper are using heavy type and heavy rule borders, you should use light faced type, generously leaded, and no borders. Have your matter indented, or set in, on all sides, so as to leave a margin of white space all around. This will make your ad. the most prominent one in the paper—and display means prominence.



AND THEN WITH A DEPRECATORY BOW.

On the other hand, if the other advertisers are using plain type, closely set, and either light borders or none at all you should use heavy borders and heavy type. It is hard to follow a general rule like this, for after all its successful application lies mainly with the printer. Tell him to display your ads. as differently as possible from the others in the paper, and see that he does it intelligently and effectively.

Some of the most important advertising you are doing is the kind that gives you the least concern.

People are very apt to judge you by the signs in front of your store, your window display, your errand boys, your stationery, your packages, your delivery-wagons, in fact, everything they see that represents you in any way.

The sign over your door may attract or it may repel. Next time you come down to business ask yourself if that sort of a sign would attract you if you saw it over another place—or it may not convey the idea that you are as prosperous as you actually are.



ITS SUCCESSFUL APPLICATION LIES MAINLY WITH THE PRINTER.

Your errand boys would do a lot of free advertising for you if you dressed them up in neat blue, brown or gray uniform suits with brass buttons and gold braid, and your firm name on the top in gold lettering. People will stop in the street to look at a boy gotten up in this way. They will think yours is a first class firm that does things in bang-up styles and is evidently doing a big business—and people like to deal with the firm that does the biggest business. ✤

Perhaps your delivery wagons could be kept a lot cleaner—perhaps they need a new coat of paint—perhaps the lettering on them is not as tasteful as it might be. People notice all these things. A delivery wagon is circulating around the streets all day long and many people who pass it will glance at the name and take in the general appearance of the wagon.

If your wagon is much better looking than the ordinary kind, people are going to remember your name and think of you as a top-notcher. Your wagon is either advertising you or de-advertising you, and, if it is the latter, you can easily afford to spend a few dollars to make it what it ought to be. All these nice new signs and uniforms and repaintings cost money, but it is money that is sure to come back. You can't spend too much in building up a reputation as the leading house in your line.

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We Sell at Wholesale Only

The Way They Fight

A Prairie Fire

is the way to Fight Retail Mail Order House Competition

The lone farmer out on the plains who sees a prairie fire speeding down upon him wastes no time in complaints nor in formulating resolutions about an impending danger.

HE ACTS. Of course he avails himself of every offer of help but it is on action—by himself, for himself, that he relies to save himself.

Immediately he starts another fire near his home, keeping the smaller ones always under his control. And when the big blaze arrives, finding no fuel in his neighborhood, it passes on leaving him saved, through his own efforts.

You hardwaremen, who fear retail mail order house competition sweeping down upon you as a trade-consuming fire—take a lesson from the humble prairie farmer.

FIGHT FIRE WITH FIRE

In other words, get from us—who WHOLESALE by catalogue, that with which to fight those who RETAIL by catalogue.

Get our catalogue. From the merchandise pages, pick the things your trade sends away for. You'll find you can fix prices that fairly shout.

Now advertise. That's what the retail mail order house does. And it spends more, in proportion, than you will have to.

Use your show windows, the newspapers, circulars—every worthy means of advertising. Keep it up. Keep at it.

Turn to the pages of our catalogue devoted to helps for retailers. There, for years, we have been suggesting practical ways of dealing with the mail order question and with other problems in retail merchandising.

Choose from the suggestions. Think the plans you choose into shape for your own needs. Think. Then go ahead and DO.

There are only two reasons why any retailer is bothered by mail order house competition.

Either his lines are incomplete or prices too high—or his customers think they are.

In the first event, the dealer must make his lines and prices what they should be. In the second event, he must correct the faults of his advertising.

In either event, to DO SOMETHING is the only cure. And as a preliminary to the doing, nothing could be better than to get our catalogue.

"Our Drummer," as we style our catalogue, is our only salesman. It is a veritable wholesale department store on paper—sent only to merchants, and free for the asking.

To be sure that you get the issue for July, mention CC 507.

BUTLER BROTHERS,

New York,
Chicago,
St. Louis.

Wholesalers of Everything

By Catalogue Only

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BRUSHES AND BROOMS.

(Continued from issue of June 10)

The vegetable world furnishes many materials for brushmaking in the shape of the roots of various plants and the trunks and leaves of several tropical trees, the palm family standing first in this respect and the cactus of the desert plains making a close second. The trunks of some of the varieties of the palm are cut in sections and run through a shredding machine, which the ashes out the fibrous threads, after which they are cleaned and straightened and tied in bundles for shipment. Around the base of the leaves in some South American palms is found a tough brown network of fiber, which is gathered by the natives and baled for export. These palm fibers form the "bass" of commerce, from which the scrubbing brushes of various shapes and sizes are made, and to the making of such are brought various other vegetable fibers, including several tough grasses and the stringy "rice root." The "coir" of commerce, which is used for cordage and for coarse matting and doormats, is also largely used in brushmaking. It is the husk of the cocoanut, and for its preparation are built shredding machines composed of toothed rollers, between which the husks are fed. The method of making these fiber brushes is very much the same as that employed in the bristle work. The backs, or stocks, are cut from poplar wood, which withstands well the action of water, and into the drilled holes the bunches of fiber are cemented or else are doubled and jerked into place with wire, which is later covered with a nailed veneer, since glue would soften up in water. Some factories use machines to do all the work, while others use them for part only, the fiber being delivered by them to the operators who set the tufts in place. As each row is set it is passed under a shearing machine, which trims it evenly, or else the whole is left to be sheared when the brush is finished.

Split bamboo is also used in coarse brushes, as well as the larger reeds, which are employed in making the heavy brush brooms for sweeping the street and car track, and on some of the big horse-drawn sweepers in use by street-cleaning departments. In this connection it may be mentioned that stiff wire has superseded the rattan in making the last-named brushes, and has also taken a useful place in brush making generally. One plant here makes a specialty of heavy wire brushes for the cleaning of boiler flues, since an accumulation of soot and scale would interfere with rapid steam-making and with economical firing. A circular brush is made of stiff steel wire, and this is worked through the flues by means of a long handle, which is jointed in case the space in front of the boiler is limited.

The sections of some of the round brushes are made to expand with a spring, so as to fit any flue, and smaller brushes are made for cleaning steam and hot-water pipes.

Stout wire brushes, with or without handles, are useful about hot castings in foundries and also for cleaning butcher blocks. Brush brooms of flat steel wire are made for heavy sweeping about foundry and smelter floors, and a heavy, steel-toothed, iron-backed brush is furnished for cleaning hot plates or grates in rolling mills. Along with these come, too, the heavy steel track broom for fastening in front of car wheels and the switch broom with a scraper point on the end of the handle, for cleaning mud and snow off curves and switches. Disk-shaped, revolving polishing brushes are made of various wires, from the finest brass and copper to the heaviest steel. Curved wire brushes are made so that two together will close around the stone in filters and clean off the slimy accumulations.

Steel brushes are made in just the opposite way from those made of bristle, for, instead of having a bunch of wire set in place from the front of the stock, the wires are bent into loops and the ends thrust through from the back. A neat little iron-handled brush is also made of stiff wire and forms a convenient scraper for tinners' and plumbers' work, or for use on the household cooking pot. Flat and round wires of different sizes take the place of bristle and fiber in many brushes in common use, including wire hairbrushes and the flexible wire brushes used in currying horses.

For contact with metal-eating acids, brushes of spunglass are made, and other unusual materials are employed, such as the split quills of feathers, finely divided strands of whalebone, horn softened and split, and the silky, hair-like threads of the cactus.

From the brush it is but a step to the broom with its various shapes and sizes and uses, and for which a need was established coeval with the coming of man, who first began to clutter up the earth. Many materials are used in the making of brooms, from wire and split bamboo to various grasses and the more familiar broom corn, the brushy head of which goes to form that useful domestic servant found indispensable by even the poorest household.

The tall, seedy broom corn is planted in rows and tended much as other corn until the bushy head is heavy with the seeds, and then, before they ripen and take the strength from the fibers, the heads are cut off and hauled away to be seeded, which work is performed by toothed machines that comb the seed from the brush without injuring the straw. The brush is then tied in bundles and is ready for the broom maker, whether he be a blind man, who sits in his poor home and fashions by touch alone the useful implement, or the owner of a busy factory, where power-run machines turn out many thousands of brooms in a day.

Here and there about this city are places where the handwrought brooms are made in varying quantity and quality and peddled by their makers about the streets or sold to dealers, while there are left a few busy factories, who have withstood the clean sweep of the broom trust. To one of these comes the bundles of broom handles and the bales of broom corn by the car load and the electric-run machinery makes quick work of uniting the two. Various light woods are used in the handles, among which maple is the most common, although white spruce, birch and bass wood are used in some countries.

The broom brush first has the stem cut off and is sorted into piles according to length and fineness; then bunches of it are laid against a rapidly revolving, toothed drum, which straightens the fibers and removes all seed and trash. Then a handle is set into a machine, the selected brush is spread around it and wired into place in several layers, the outer one being smooth and sightly and with no stems showing, and the broom, which is round and soft, is passed, after a final cleaning, to the sewer, who clamps the brush flat in a vise and in and out through it slips an electric-run needle, carrying a strong, bright-colored thread, which, in three or five rows of tight stitches, shapes the brush into broom form, after which it is trimmed the proper length and has the stem ends of the fiber civered with a neat piece of colored metal, and is ready to be tied in bundles with its fellows and be sent to the drying room. There it stands in a heated atmosphere a short time to expel any mildew-engendering moisture. Whisk brooms are fashioned much the same way and so are the hearth brooms that have taken the place of that old-time hearth tender, the turkey wing.

Sometimes the broom-corn brush is slightly dyed a green-

(Continued on page 42)



Safety Latch and Lock...

Strongest, Simplest and Safest Door Fastener on the market.

Gives Positive Protection Against Tramps, Peddlers, Etc.

Permits door to be left open at night for ventilation.
Best for Homes, Hotels and Boarding Houses.

Send for Circular.

THE ACME PATTERN & MFG. CO.
Milwaukee, Wisconsin.

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GET IN LINE---SELL

ARMY AND NAVY LIQUID GLUE

A 20TH CENTURY LIQUID GLUE

Increase Your Sales **Increase Your Profits**

The Best and Strongest Glue that Money, Experience and Brains has produced. **NOT A FISH GLUE.** A Pure Animal Glue. The only Animal Glue in Liquid Form made.

THIS GLUE will not Sour, Mold, get Brittle, Brash or Crumble.

STANDS MORE HEAT AND COLD.
SMOOTH AS OIL.
MORE EASILY APPLIED THAN OTHER GLUES.
ALWAYS READY FOR USE.

Does More Work



Does Better Work

All size Cans—no Screw tops, Friction tops—easy to open and close.
Every drop can be used.

YOU WANT THE BEST GLUE. WE MAKE IT.

Let us quote you prices. Can we send you trial order?

WACHTER MFG. COMPANY, BALTIMORE, MD.

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NICE



Send For Literature

THE
INCOMPARABLE LINES
"NICE"
AND
"YELLOW SEAL"
LIQUID WOOD FILLERS

REGISTERED AGATE TRADE MARK.

Inside Varnish Hard Oil Finish
Outside Varnish Floor Finish
Cabinet Varnish Dull Finish
Pew Finish
Coach Varnish
Cabinet Varnish

"NICE" and "YELLOW SEAL"
Mixed Paints, Varnish Stains,
Enamels, Colors,

DO YOU HANDLE THEM?

If so you are making as large a profit as is legitimate and have the satisfaction of knowing that you are handing your customer his money's worth.

EUGENE E. NICE
272-274 So. 2nd St., Phila.



(Continued from page 40)

ish shade to give the brooms a uniform coloring, but usually the natural tan shades are preferred since they do not fade. Very heavy brush is made up into stable brooms and for use on rough floors in factories and warehouses, and these are sometimes sewed with wire or else are bound about with stiff wire clamps instead.

Thus far the life-stories of the brooms are the same; but at the factory door they begin an individual experience. Fancifully inclined people might spend a lifetime following in imagination the fortunes of these humble domestic drudges, whose ultimate end is inevitably the ash-pile, but who, during their brief existence, enter so intimately into the home life of the people among whom their lot is cast and who, from their vantage point behind the door, or their place beside the hearth, hear many an interesting tale.

STILL ANOTHER "NATIONAL WAY."

We have made in previous issues of HARDWARE some note of the four new carpet sweepers which the National Sweeper Company, Marion, Ind., are exhibiting at the World's Fair, St. Louis. Judging by the favorable comments that are being passed by the most critical judges we are lead to believe their sweepers are all the Company claims for them, most emphatically the best constructed, handsomest designed and finest finished carpet sweepers manufactured. The Louis XV Roller Bearing Sweeper is fashioned strictly after the same name, treasured among the choicest possessions of many homes. The case is made of the rarest fancy woods, tastefully embellished with the most beautiful and dainty hand carvings. Trimmings are of Roman gold and French gray or polished silver, in keeping with the general design. The Hepplewhite Roller Bearing Sweeper is designed after another old-time popular furnishing. The case is made of a choice variety of woods and imported pearls; there are over 200 distinct pieces of inlay in each case. The trimmings are in harmony with the fashion of the case: French gray or lustre silver. The Sheraton Roller Bearing Sweeper, while very handsomely constructed, is designed along more modest lines and appeals to the fancy of those whose tastes demand a simple and refined elegance. All lines of case and trimmings are straight and massive. The case is made of built-up veneers with borders of fancy inlaid woods on top and bevels. Heavy nickel trimmings only. Ye Mission Roller Bearing Sweeper is designed for those whose tastes prefer the style of our forefathers. The name alone is sufficient description of this unique sweeper, as it is strictly modern Mission in every respect. Trimmings old copper. It will pay our readers to write for this Company's World's Fair Offer.

ENTHUSIASM.

Enthusiasm is one of the finest of all human qualities. It puts piquancy into life. It lends zest and brilliancy to all occasions. Without it man is like a smoking fire on a rainy day. He is an aggravation to his friends and a disappointment to himself. He throws out neither light nor heat. But give him a touch of enthusiasm, and immediately he sparkles and burns.

Many a salesman is faithful, patient, persistent; yet his orders are small. He does not advance in his profession. He never scores a brilliant victory. In fact, he is seldom found in a contest of any kind, because he is too slow and dull to arouse opposition. He never meets an occasion that puts him on his mettle. He is just an average man—or even a little below the average. He is ordinary. He fills a place in business, of course, but nothing like the place he might fill if he were set on fire with enthusiasm.

We are all indebted to the enthusiast for the good cheer he imparts. The quality is infectious. No man can have it and keep it to himself. As Lord Lytton says, "Nothing is so contagious as enthusiasm. It is the real allegory of the tale of Orpheus—it moves stones, it charms brutes. Enthusiasm is the genius of sincerity, and truth accomplishes no victories without it." You handle a first-class line of goods. Indeed, you are willing to admit that they are superior to any similar line. They have first-rate talking points. Well, why aren't you enthusiastic over them, then? You have nothing to apologize for; quite the contrary, you have something to be proud of. Go in and win!—*Exchange.*

♣

Jack—I was up at Dayton's house last night. He's got a great collection of pipes, including a rare old water pipe. Ever see it?

Dick—Yes, and it isn't a water pipe.

Jack—No?

Dick—No; I've smoked it. It's a sewer pipe.

♣

Ethel—I offered Chollie a penny for his thoughts.

Edith—Well, I'll never let you do any shopping for me!

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GERMANY'S CHEMICAL INDUSTRIES.

Germany's chemical industries have in 1903 worked as profitably as in former years. Some of the largest joint stock companies declared from 24 to 26 per cent dividends on their share capital, besides carrying heavy amounts of their earnings to reserves and liberally writing off on their real estate and manufacturing plant. In the manufacture of dyes (the product of coal tar, etc.) the German chemical works have almost a monopoly, supplying, as they do, their industrial competitors (England, France, Belgium, the United States, etc.). The same may be said of synthetic indigo, which at this day already supplies more than one half of the world's entire use of indigo and will before long drive the natural article out of the market. A German chemical factory is now manufacturing synthetic camphor after a new process of its own, which, it is said, will have the same effect upon the camphor market as the introduction of the artificial indigo has had upon the indigo market.—RICHARD GUENTHER, *Consul-General*, Frankfort, Germany, May 18, 1904.

GERMAN COMMERCIAL INTERESTS IN JAPAN.

In 1900 there were 65 German warehouses in Japan doing business, with an aggregate capital of $5,000,000. German industrial enterprises in Japan at that time were valued at $3,000,000; German interests in Formosa were valued at $1,500,000; and the capital invested in Korea was estimated to be about the same amount. It is not probable that these figures have been much changed during the past four years. Since 1900 Germany's trade with Japan has shown some progress. In 1903 the total exchange of products betwen the two nations amounted to $16,065,000. Of this sum $13,494,600 fell to Germany. It will be seen therefore that the Empire's trade with the Island Kingdom shows to great advantage, and this has been the case since 1900. In 1903, 427 German vessels with a total of 1,277,278 registered tons, discharged cargoes in Japanese harbors. Last year Germany imported $500,000 worth of camphor from Formosa.—*Ernest L. Harris, Commercial Agent, Ebenstock, Germany, May* 13, 1904.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Alton, Kansas.—The Beardslee Hardware Company has been incorporated. The capital stock is $10,000, and the incorporators: Harry H. Beardslee, of St. Louis; Charles L. Beall and Levi Davis, of Alton. The object is to engage in the Hardware and implement business. The building at Second and Ridge Streets will be completed in about two months, when the new company will begin active business.

Baltimore, Md.—The Ford & Norris Company has been incorporated to deal in rope, paper, brushes, tinware, glassware and Hardware, by Milton H. Ford, Richard T. Norris, Edward C. Wollman and William S. Carr, of Baltimore, and Charles L. Leach, of Tuxedo, Baltimore County. The capital stock is $2,000.

Clinton, Iowa.—Merle Adams, of Gilmore, will open an implement store here.

Daytona, Fla.—The Gruber-Morris Hardware Company has been incorporated with a capital of $25,000. to conduct a wholesale and retail Hardware, plumbing and tinning business; to deal in building supplies, undertakers' supplies, furniture, general merchandise, etc. The officers of the company are: M. E. Gruber, president; L. L. Gruber, vice-president; and J. D. C. Morris, secretary.

East Douglas, Mass.—H. S. Farnum & Son, of Uxbridge, will shortly open a furniture and Hardware store on Main Street.

Jackson, Mo.—The Ford Hardware Company has been incorporated to do a general Hardware business; capital stock $10,000, all paid. Incorporators: J. D. Allen, A. C. Ford and R. W. Ford.

Jennings, La.—The Morse Hardware Co. of Jennings and Welsh, has been incorporated to succeed L. L. Morse & Sons. Capital stock $100,000. Officers: Lucius L. Morse, president; Frank E. Morse, vice-president; Bertha E. Morse, secretary; Walter D. Morse, treasurer. These, with Maurice E. Morse, constitute the board of directors.

Rockford, Ill.—The Rockford Manufacturers' Supply Company has been incorporated. The incorporators are: Frank G. Hoagland, E. C. Traner and George Traner, and the capital stock is $10,000. The idea is to make the new concern a branch of the Lock Company. The latter expect to do a jobbing business, handling cabinet Hardware and other supplies for the manufacturers and the new company is formed to take particular care of this branch of the business.

Saratoga Springs, N. Y.—Bessette-Burwell Hardware Co. has been incorporated. Capital $10,000, and directors: L. N. Bessette, F. W. Hardner, of Saratoga Springs, and J. H. Burwell, of Glens Falls.

Springfield, Mass.—Allen-Randall Company, Hardware, has been incorporated; capital $15,000; president, Perry D. Randall; treasurer, Stuart M. Robson.

Changes.

Alliance, Ohio.—L. E. Heisler has sold out his Hardware store to M. H. Curtis, who will continue the business.

Auburn, Iowa.—G. M. Parker has purchased the Mueller Hardware store.

Bessemer, Ala.—Howard Lovejoy has sold his interest in the Smith-Davies Hardware Company to Messrs. Smith and Davies, who will continue the business under same firm name, with W. K. Smith, Jr., president, and George Davies, secretary and treasurer. Mr. Lovejoy has accepted a position in Birmingham.

Carroll, Iowa.—Wm. Arts has purchased the Hardware business of W. Byring.

Corning, N. Y.—Bailey & Ingerick, dealers in agriculture implements, have dissolved partnership.

Corning, N. Y.—Leon H. Ferenbaugh has disposed of his interest in the Hardware firm of McCarthy & Ferenbaugh to William A. Owen, of 63 Ontario Street. The new firm will be known as McCarthy & Owen. The business of the firm has been moved from No. 7 East Pulteney Street, to 77 Bridge Street.

Corning, N. Y.—The Hardware firm of Frost & Williams have dissolved. They started in business in September, 1897, and since that time have done a prosperous business. Mr. Frost has been the active manager until recently, when his health failed. Aaron F Williams succeeds to the entire ownership of the business For several years he has given close attention to studying the Hardware trade. He will be assisted in the management by J. O. Reynolds of Hornellsville, who has been connected with the Hardware store of Rose & Co. for 12 years.

Ellson, Iowa.—L. E Anderson succeeds to the Hardware business heretofore conducted by F. W. Long.

Fairbank, Iowa.—R. M. Merriam has disposed of his Hardware business to John Louck.

Fremont, Ohio.—A. A. Wormwood and G. W. Sprout, the latter of Kansas station, have jointly purchased the Frank Heflinger Implement and Repair Store on West State Street. The new firm will be styled Sprout & Wormwood, and the title of the firm will be "Farmer's Supply Co." The concern will handle all kinds of farming implements, buggies, pumps, windmills, twine, stock food, oils, etc., etc.

Garey, S. D.—E. A. Huffman has purchased the Hardware business of W. E. Austin.

Goldfield, Iowa.—Wm. Braden succeeds to the Hardware business formerly conducted by A. MacEashron

Houghton, Mich.—The Portage Lake Hardware Company of Hughton has purchased a diving outfit and will cater to the marine repair business. John Richards has been employed as a diver.

Johnstown, Pa.—Buterbaugh & Claycomb, Hardware dealers, have moved their store into their own building on Graham avenue.

Lisbon, N. Y.—Akin & Long have purchased the Hardware stock of Mac Kelley. Mr. Kelly intends going west.

Lubec, Me.—The firm of McCurdy & Geagan, proprietors of the Hardware store in the Gillise block, has been dissolved by mutual consent, and in the future the business will be conducted by John H. McCurdy, who assumes all liabilities and will collect all bills due the firm.

Manson, Iowa.—Charles Burke has disposed of his Hardware business to Morton & Whittlesey.

Massena, Iowa.—Chas. Lewis has been succeeded in the Hardware business by A. H. Carside.

Middleton, Mich.—Mr. Harner, of Dimondale, has purchased the Hardware stock of P. D. Pease.

Moscow, Idaho.—Collins & Sherer, a Hardware firm, have dissolved partnership, Mr. Sherer retiring. Hal C. Orland, a last years graduate of the University of Idaho, purchased the interest of Mr. Sherer. The new firm will incorporate under the name of the Collins Hardware Company, limited. Mr. Sherer, the retiring member of the firm, will remain in Moscow and engage in some other business.

Nashville, Tenn.—Cato & Miller is a new Hardware firm, succeeding R. A. Cato, who has taken into partnership John K. Miller, a prosperous farmer.

Oshkosh, Wis.—The Oshkosh Hardware Manufacturing Company, with E. P. Sawyer as president, and capitalized at $150,000, decided to dissolve, as the result of differences between the promoter, F. N. Perkins, and stockholders.

Paton, Iowa.—Jobes & Patterson have succeeded to the Hardware business of J. F. Pemble.

Piqua, Ohio.—The Hardware firm of Woodcox & Taylor, consisting of I. N. Woodcox and Willis Taylor, has been dissolved, I. N. Woodcox assuming all the indebtedness of the said firm, and receiving all money due.

Pittsburgh, Pa.—The property occupied by Logan, Gregg & Co., wholesale Hardware merchants, on Seventh Street, which is owned by the firm of Arbuckle & Co., has been purchased by the former for a consideration of $185,000 cash. The property contains 8,300 square feet space and is improved with a modern six-story brick and stone office building and warehouse. Logan, Gregg & Co. have purchased the property for their own use and will continue in it their business.

Poland, N. Y.—E. C. Cruikshank has sold out his furniture and Hardware business to Arthur Sprague, who has taken possession.

Sterling, Ill.—Samuel Frank has sold his interest in Frank Brothers' implement store to his brother Jacob, who will conduct the business alone in the future.

Tacoma, Wash.—The Henry Mohr Hardware Company has bought two lots, the consideration being $650 each. It is the intention of the firm to erect at an early date a building on the premises for the accommodation of their wholesale Hardware business.

Waco, Texas.—The Bomar Hardware & Buggy Company amended its charter by increasing its capital stock from $20,000 to $40,000.

West Lima, Ohio.—W. I. Griffith succeeds to the Hardware business formerly conducted by S. C. Ommerman.

West Union, Iowa.—The Hoyt Hardware Company have disposed of their business to Henry A. Ebert.

Yazoo City Miss.—The Crane-Himman Hardware Company will replace the building recently destroyed by fire with one that will be almost an exact duplicate. Work has already begun, and the building will be pushed to completion as soon as possible.

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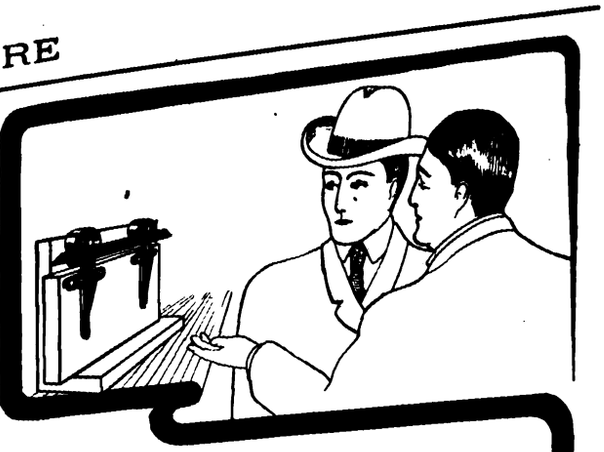
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SUPPOSING a customer comes into your store to buy a saw. You sell the saw and ask, "Is there anything else?" "No" and he passes out. He does not think of the doorhangers he intended purchasing, because there was not a model Bischoff Doorhanger on your counter. Its handsome appearance and the ease in pointing out its strong features would have insured the sale.

This display hanger is full size, with metal parts triple enameled and the wood piano finished. We send it free with your order for one dozen pairs of hangers.

Goods shipped f. o. b. your city. If not satisfactory return to us at end of thirty days collect.

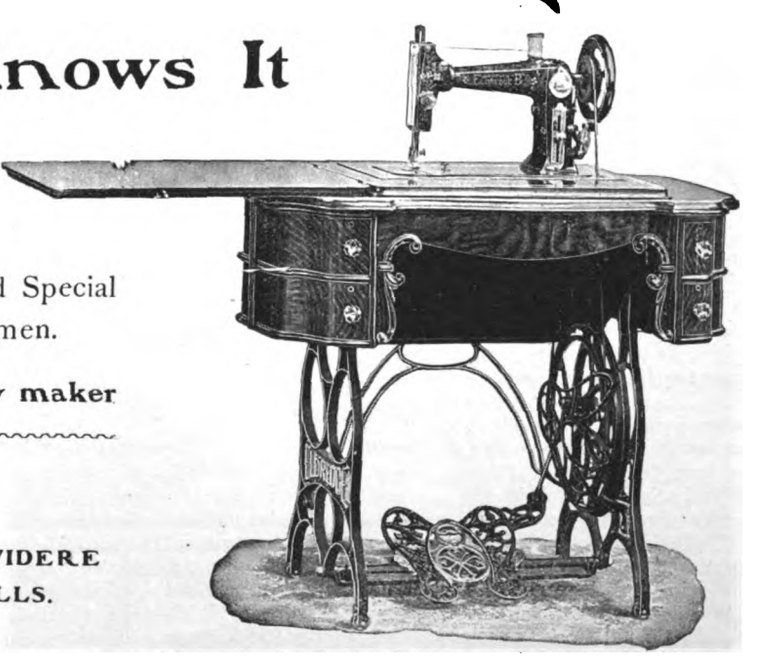
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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Bloomfield, N. J.—The Combination Rubber Manufacturing Company has been incorporated; capital, $150,000. Incorporators: Edward H. Garcin, Harry L. Hepburn and Alfred H. Howe.

Bridgeport, Conn.—The Grant Manufacturing Company has been incorporated. The company will deal in metals, machinery, tools, etc. The authorized capital stock is $50,000, and business will be commenced with $30,000. The incorporators are: J. G. Kingsbury, Theodore R. Hugo, George B. Thorpe, Fayette C. Clark and A. E. Kingsbury, all of Bridgeport.

Chattanooga, Tenn.—The Volunteer Disc Plow Co., with a capital stock of $50,000, has been incorporated for the purpose of manufacturing plows exclusively, and work on the plant will commence in the near future. The incorporators are: L. W. Llewellyn and C. A. Raht, S. V. Weeks, L. W. Llewellyn and R. R. Cooke.

Chicago, Ill.—Chicago Tool and Supply Company has been incorporated; capital, $15,000; manufacturing pneumatic and electric tools and supplies; incorporators: Carl R. Green, George H. Hayes, Thomas J. Peden.

Easton, Pa.—The Eagle Fibre Company has been incorporated to manufacture fibre vessels, such as pails, etc. They are erecting two brick buildings at Stockertown, which will be 40x150 and 36x90 feet respectively, in which to manufacture their goods.

Gibsland, La.—Mr. Bishop, of Tatum, Texas, will start a factory for the manufacture of cant-hook handles, axe helves, base ball bats and other varieties of woodwork.

Lafayette, Ind.—The Lafayette Stove and Foundry Company is a new concern organized for the manufacture of stoves. The following are the directors: Jeptha Crouch, Evan Shelby, J. D. Bartlett, George E. Kendall and Frank S. Moore. The directors have been instructed to incorporate at once. There will be a meeting held for the election of officers.

Lebanon, Pa.—The Imboden Harrow and Roller Company has been incorporated by Gobin & McCurdy. Isaac C. Grant and Philip Imboden are the incorporators and directors. The purpose is the manufacturing of combined harrows and rollers in North Cornwall township. The capital stock is $5,000.

Norfolk, Va.—The H. W. Rogers Cutlery Company has been incorporated. The capital stock is not to exceed $10,000, and W. H. Rogers is named as president.

Paterson, N. J.—Favorite Pan & Utensil Co. has been incorporated. Objects, manufacture and sale of household novelties and utensils; capital, $25,000. Incorporators: Jacob H. Nellis, Andrew A. Kaeffer, Hugo J. Seibert, Matthew D. Connell, Paterson.

Philadelphia, Pa. — The Chamberlain Metal Weather Strip Company has been incorporated. Capital stock $5,000.

Phoenix, N. Y.—The Michael C. Ryan Company has been incorporated. It is proposed to manufacture and sell novelties, metal goods, Hardware specialties, etc. The capital stock is $5,000. The directors for the first year are as follows: Michael C. Ryan, of Phoenix; Rollo G. Jermyn, of Scranton, Pa., and George H. Bond, of Syracuse.

Pittsburgh, Pa.—The Keystone Axle Works has been incorporated. Capital stock $18,000.

Rochester, N. Y.—The Ricker Manufacturing Company has been incorporated to make and sell elevators, refrigerators and tool making machinery; the capital stock is $25,000. The directors are: Wentworth G. and Marcena S. Ricker and Richard J. Cooper.

Shelby, Ohio.—The Standard Manufacturing Company has been incorporated; capital, $10,000; washing machines, by Francis Brucker, A. L. Stump, J. A. Bushey, Charles L. Bushey, Margaretta Brucker.

St. Louis, Mo. — Ford Manufacturing Company has been incorporated by Ethelbert T. Ford, St. Louis; Charles and Edward S. Sieber, Webster Groves, Mo.; to deal in and manufacture machinery, implements, etc.; capital stock, full paid, $15,000.

St. Paul, Minn.—The North Star Wrench Company, a $1,000,000 concern, has been incorporated. The company will manufacture a patented wrench and other automatic tools. The incorporators are: R. B. Bigbee, Thomas L. Billingsley and Franklin H. Griggs. Thomas L. Billingsley, one of the principal incorporators, is assistant superintendent of the Twin City Rapid Transit Company, and Frank H. Griggs is a St. Paul attorney.

Streator, Ill.—The firm of Gahm & Doermann, which is soon to erect a factory building 42x60 feet, and one story high, intends to manufacture Hardware specialties, grain elevators, and other patented articles.

Tacoma, Wash.—The Everett Sash and Door Company has been incorporated. The capital stock is $10,000. The incorporators are: Philip McConnell, William Rasmussen and L. G. McConnell. This action is taken preparatory to the enlarging of the present plant.

Toledo, Ohio.—The Toledo Stove and Range Company has been incorporated. Capital stock $150,000. Incorporators: George G. Metzger, A. K. Detwiler, Frank Coughling, George D. Wellis and W. B. Duck.

Washington, D. C.—National Steel and Automatic Tool Company has been incorporated; $750,000; Frank H. Farnham, Benjamin P. Friederichs, Joseph Griffith, Albert Popkins, Emmett P. Bunyea, James L. Skidmore and John W. Tucker.

Washington, D. C.—The Southern Disney Shade-Fixture Company has been incorporated; capital stock, $5,000; incorporators: H. K. Kondrup, W. A. Green and William Disney.

Changes

Brantford, N. Y.—The Verity Plow Company announce that they will proceed immediately with the work of erecting large extensions to their factory. The capacity of the company will be doubled, and there will be employment provided for 250 more men.

Carthage, N. Y.—D. J. Renaud, manager of the Carthage brass foundry, has secured the right to manufacture the famous Deer River plows, and the patterns, equipment, etc., are to be removed to Carthage, where the business will be carried on in connection with the brass foundry on Parham Street.

Gadsden, Ala.—The A. & J. Stove Works in this city are spending $10,000 in improvements and enlargements and the plant will start up again at once with double the ordinary force. The mounting room building has been enlarged by the addition of a room 60x100 feet, thus doubling the floor space. The warehouse has also been greatly enlarged and a great deal of improved and very costly machinery is being placed, all of the very latest pattern. When the stove foundry starts up it will give employment to fifty men and will turn out seventy-five complete stoves every day. The plant is being operated under the personal supervision of Otto Agricola, the president.

Hanover, Pa.—The Hanover Plow Handle Company have moved their machinery, tools, supplies, etc., from the shops they have hitherto occupied, in the old Penn box factory building near power house, in the West End, to their newly erected shops in the East End, opposite the foundry and machine shops. The new shops comprise a brick main building 50 by 150 feet, two large dry kilns, engine and boiler house, and other smaller buildings.

Huntsville, Ala.—The Turner, Day & Woolworth Handle Company of Louisville has purchased the Gurley Handle Company and will operate it as a branch plant. The company, it is understood, contemplates establishing an immense finishing plant in Memphis.

Little Falls, Minn.—An amendment to its articles of incorporation was filed by the Anderson Company, making St. Paul the company's headquarters. The concern manufactures and sells agricultural implements.

Quincy, Ill.—The Gem City Stove Co. have moved into their handsome new office and salesroom at the foot of York Street.

Sharon, Pa.—The South Sharon works of the American Steel & Wire Company will be enlarged by the addition of 70 wire nail machines of the latest pattern. The nail mill will close July 1 for three weeks to install the machines.

Stoughton, Wis.—J. L. Irving, trade manager for the Moline Plow Company, has arranged to invest $400,000 in new shops to employ about 1,000 men in the manufacture of such agricultural implements as have heretofore been purchased at wholesale by the company from other factories. A tract of eleven acres within the city is being secured by the company.

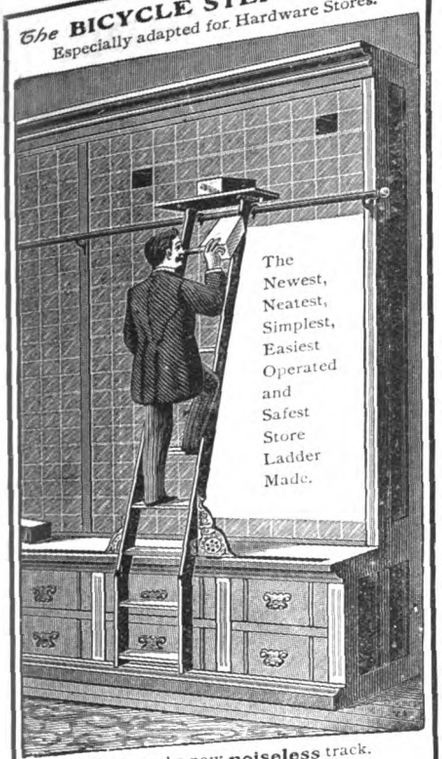
Fires.

Dubuque, Iowa.—Fire destroyed the Fox-Hagge Company handle factory. Loss, $14,000, with only $2,000 insurance.

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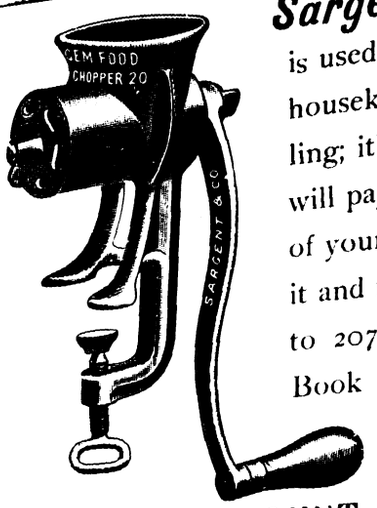
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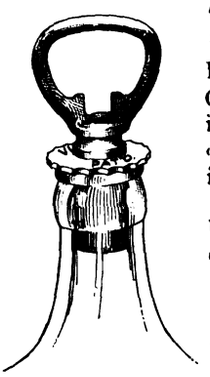


is used at this season by enterprising housekeepers for preserving and pickling; it's a great help for such uses. It will pay you to suggest to the women of your neighborhood that they need it and refer them to recipes Nos. 198 to 207 in the Gem Chopper Cook Book which shows many uses for it during these summer months.

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It is extensively and interestingly advertised—this advertising we already know, has caused a great demand from dealers. When the consumer is interested the path of the dealer is smooth. YOU don't have to create the demand. Your customers call for "The Four-Leaf" and you do the rest. Won't you ask us about YOUR part in the transaction—the profit-making part?

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Akron, Ohio.—The Alkali Rubber Company, with a capital stock of $1,000,000, has been incorporated by George G. Allen, Frank H. Watters, James W. Hoffert, Harry Williams and Clara L. Smith, all of Akron. Work on the erection of a new factory to be located here is expected to be started in a few weeks, and it is said the company's goods will be in the market before the end of the Summer.

Buffalo, N. Y.—National Battery Co. has been incorporated. Capital stock, $500,000.

Chanute, Kan.—The Chanute Hardware Company has begun business with a complete stock of Hardware, bicycles and sporting goods. P. H. Dunning and E. M. Bales, the partners in the enterprise, removed to Chanute from Sioux Falls, S. D.

Cleveland, Ohio.—The Worthington Ball Company has been incorporated with a capital stock of $10,000 to manufacture golf balls and similar articles.

Indianapolis, Ind.—The American Manufacturing Company is a new company which has been organized to manufacture children's lawn swings.

Ithaca, N. Y.—Motor & Mfg. Works Co. has been incorporated with $25,000 capital stock.

Kansas City, Mo.—Ninety-seven acres of land adjoining Holmes Park, about fourteen miles south of Kansas City, have been purchased by the Excelsior Powder Manufacturing Company. Work will be begun right away on the plant, which is to be in operation by November 1. The plant will have an annual capacity of 240,000 kegs of powder and will employ about 100 men. This company was recently incorporated in New Jersey, and has a paid-up stock of $100,000, much of the stock being owned by St. Louis and Eastern parties.

Portland, Me.—The F. O. Bailey Carriage Co. has been incorporated with $150,000 capital stock.

Reading, Pa.—Daniel Gerhart, an experienced gunsmith, and Henry Trout have formed a partnership and opened a store and shop for the sale of fishing tackle, sporting goods and the repair of firearms, etc.

Springfield, Mass.—Bowman & Gregg Company, motors, lamps, etc., has been incorporated; capital $3,000; president, William M. Gregg; treasurer, George W. Bowman.

Syracuse, N. Y.—Lee, Cowan & Bowen, manufacturers of automobile springs, have incorporated, with an authorized capital stock of $50,000.

Toronto, Can.—A company has been incorporated in Toronto and active preparations begun to erect a factory and equip it with machinery for the manufacture of the sub-target gun machine, invented by Henry H. Cummings, of Malden, Mass., and made in this country by the Sub-target Gun Company, of Boston and Saco, Maine. The Canadian company has established an office in the Canadian General Electric building in Toronto. Its title is the Sub-Target Company, Ltd. Its capital stock is $1,000,000.

Washington, D. C.—The Anglo-American Arms & Ammunition Company has been incorporated by D. S. Fletcher, N. A. Smith and E. J. Dimmick.

Waterloo, Iowa:—Waterloo has another manufacturing plant which will produce racing bicycles for horsemen. The location of the plant is on Newell Street. The proprietor is S. E. Jerald. From the raw material is produced the finely finished article for the market. Not only is the racing bicycle made, but also light wagons, sulkies, etc.

Changes.

Allegheny, Pa.—Artzberger Automobile Co. have commenced the erection of a new three-story brick garage and factory at 526-528 Second Street, which will be completed about September 1. The property is 40x140 feet.

Augusta, Me.—The Rhode Island Electromobile Co. has increased its capital stock from $500,000 to $700,000.

Boston, Mass.—National Automobile & Motor Co. have changed the firm name to Monroe Engine Co.

Brainerd, Minn.—A. E. Veon has purchased the stock of sporting goods and the business of Edward White, Front Street, and will carry a full line of guns, tackle and all sporting goods.

Buffalo, N. Y.—Buffalo Motor Car Co. has moved from 918 Main to 893 Main Street.

Buffalo, N. Y.—Ephriam Bros. recently removed from their old stand to new and larger quarters at 577 Main Street, where they are now carrying a complete line of sporting goods, bicycles, cameras, automobiles and supplies of all sorts.

Buffalo, N. Y.—E. R. Thomas Motor Co. have purchased the factory formerly operated by the Conrad Motor Carriage Co., containing 40,000 square feet. It will be used mainly for making bodies for Thomas cars. Its size will shortly be doubled and the company also contemplate the erection of additional buildings on a new plot of ground just contracted for.

Buffalo, N. Y.—George Andrews has succeeded to the business of the Hayes Automobile Company.

Burlington, Wis.—S. A. Wright & Co. have leased new quarters on the corner of Pine and Washington Streets, where they have installed their stock of sporting goods and bicycles.

Chicago, Ill.—Roach, Hirth & Co. have removed from their old store to their splendid new quarters in the Powers Building on Wabash Avenue and Monroe Street.

Chicago, Ill. — The Egyptian Powder Company has increased its capital stock from $100,000 to $150,000.

Chicago, Ill.—The Federal Manufacturing Co., of Cleveland, has gone out of the bicycle parts manufacture and will make automobile parts instead. Its saddles and other bicycle parts will be made in the Pope factories here.

Cleveland, Ohio.—The Gatham Powder Company has decreased its capital stock from $100,000 to $10,000.

Denver, Colo.—S. H. St. John & Son have moved from 526 Eighteenth Street to their new storage and repair station at 1416-1418 Court Place. This building is 50 x90 and they occupy the ground floor and basement, giving their attention to storing, repairing and manufacturing automobiles.

Detroit, Mich.—Dingfelder Automobile Co. have moved from 958 Jefferson Avenue to 41-43 Washington Avenue.

East Toronto, Can.—The Warren Sporting Goods Company has succeeded McDowall & Co., dealers in sporting goods at 10 King Street. A new and complete stock has been added, especially in the line of fishing tackle. A. R. Warren, the new manager, was for a number of years with McDowell & Co. and Charles Stark & Co.

Emporium, Pa.—The Keystone Powder Company, whose plant near Emporium was wrecked recently by two terrific explosions, has been erecting new buildings to replace those lost, and installing new machinery.

Holyoke, Mass.—Matheson Motor Car Co. will remove their plant to Detroit, Mich.

Latrobe, Pa.—The J. Kowalsky Engine Co. has removed to its former location at Verona, Pa., and in addition to automobile engines will manufacture 16-foot gasoline launches.

Milwaukee, Wis.—A sporting goods department was estabished by the Boston Store recently. Firearms, fishing tackle, golf, base ball, tennis and other outing goods and games are carried in stock.

Montreal, Quebec.—General Automobile Co. of Canada have moved to 1022 Dorchester Street. Their downtown garage has been moved to 308 St. James Street.

Newark, N. J.—Coover-Ball Co. has increased its capital stock to $50,000.

New Brunswick, N. J.—India Rubber Company have moved their offices to 16 Warren Street, New York City.

New Haven, Conn.—The Winchester Repeating Arms Co. will erect a factory and office building each to be three stories high with basement. The factory building will cover 45x200 feet of space, while the office building will be 50x120 feet in size and will contain two large fire-proof vaults. The material will be brick.

New York, N. Y.—Charles E. Miller, 97 and 99 Reade Street, has opened a branch store, Nos. 202 and 204 Columbus Avenue, Boston, Mass. This new Boston store is in the center of the automobile district of that city, and has an additional entrance at No. 36 Isabelle Street. It fronts on three streets, Columbus Avenue, Isabelle Street and Berkeley Street, being triangular in shape.

New York, N. Y.—John Wanamaker has removed his automobile department from 138-140 E. 57th Street to store at Broadway and 10th Street.

New York, N. Y.—The Upton Gear Co. has been succeeded by the Upton Motor Co., a corporation capitalized at $20,000.

Philadelphia, Pa.—The Helios Mfg. Co., Bridesburg, Philadelphia, is a reorganization of the old Helios Upton Co., which failed some time ago.

Pleasant Prairie, Wis.—Rebuilding of the plant of the Laflin & Rand Powder Co., destroyed by fire late in May, was immediately commenced, and when finished will be one of the largest in the West.

Red Wing, Minn.—Wm. Hendel & Son has moved to 1917 Fifth Avenue, South Minneapolis, Minn.

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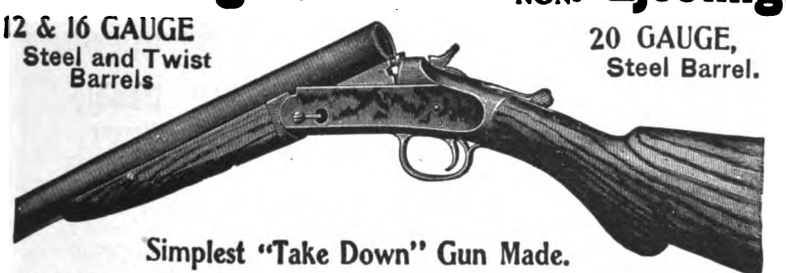
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20 GAUGE, Steel Barrel.



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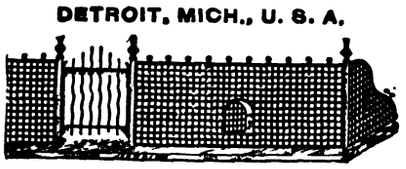
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FORMERLY SCHEELERS' SONS
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GOOD AGENTS WANTED TO SELL



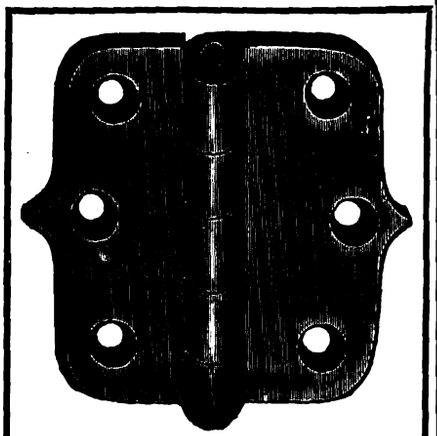
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Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Business Opportunity.

HARDWARE BUSINESS FOR SALE. $9,000 to $11,000. located midway between New York & Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owners desire to retire. Write for particulars. Address Hardware and Stoves, care of HARDWARE PUBLISHING Co., New York, N. Y.

STOCK of Hardware, Stoves, Etc.—Located on one of Cleveland's principa streets and about two and one-half miles from center of city. Stock about $3,500, business $8,000 to $10,000 per annum. A good business and one we can recommend. Especially for a German. For particulars, address The McIntosh Hardware Corp'n Cleveland, Ohio.

For Sale.

THE HUDSON STOVE WORKS (including machinery, tools, patterns, etc., etc.), situated in the City of Hudson N. Y., opposite N. Y. Central & Hudson River R. R., also Boston & Albany R. R. freight depots and within 100 yds. of the N. Y. & Hudson Steamboat docks on the Hudson River (shipping facilities not to be surpassed); will be sold cheap, on easy terms For particulars address
H. F. DERNELL, Athens, N. Y.

Situation Wanted.

SITUATION WANTED:—I am an experienced Hardware and Stove salesman, steady, sober, 24 years old, can furnish you with first-class references. S. O. Nordquist, 1922 Dodge st., Omaha, Neb.

WANTED TO PURCHASE, Bankrupt Stocks or Discarded Patterns, and, in fact, anything in the Hardware, Paint or Stove line. Bael's Hardware Store Trenton, New Jersey.

Salesman Wanted.

SALESMAN calling on the Hardware trade and general merchants in the following states: Virginia, West Virginia North Carolina, South Carolina, Georgia. Florida, Texas, Mississippi, Louisiana. Tennessee and Kentucky to handle cartridges on commission basis of 5 per cent. A. R. S.. care HARDWARE.

WANTED—A competent salesman to sell splendid specialty to jobbing trade and retail trade. Jobbing trade preferred. Good seller. C. A. Peck Hardware Co., Berlin, Wis.

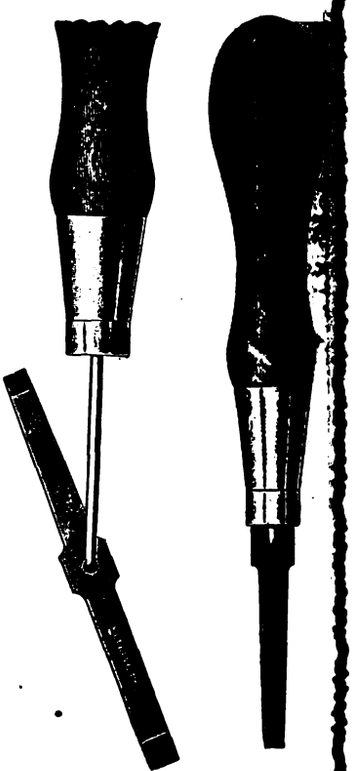
WANTED AT ONCE: First class specialty men to sell a line of Cutlery to the Retail trade, in Ohio, New York State and the New England States, on a commission basis. Must cover the territory thoroughly and be up to date hustling salesmen. To such we have an attractive proposition, Address C. C. care HARDWARE,

For Sale.

50 new cold weld seamless steel pressure tanks (20 gallons capacity, tested to 200 lbs) each complete with double acting liquid or air pump, valves and pressure gauge; guaranteed to be in perfect condition—never used; cost each $25; will sell the lot $12 each. Address "A. P." HARDWARE.

Mayhew Tools

are constructed under the scrutiny of most successful makers of small tools. That's why



No. 710 Double End Screw Driver

is as strong as any single blade screw driver.

Blade pivoted in centre; either end can be used by pushing the other into a malleable iron socket.

Twisting impossible. No detachable parts.

H. H. MAYHEW CO.
SHELBURNE FALLS,
Mass., U. S. A.

ELEVATORS & DUMB WAITERS

We make a specialty of manufacturing them. Also appliances for same.

O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.

ADAM'S STEEL & WIRE WORKS

Wire Fencing, Ornamental Steel Fencing, Window Guards, Wire Signs, Jail Work, etc.

Send for Catalogue.

W. J. ADAM, JOLIET

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INDIA OILSTONES

India Oilstones are as nearly perfect as an Oilstone can be.

They are of uniform grain throughout assuring an even working surface at all times.

They are manufactured in coarse, medium and fine grades ; all shapes and sizes, which adapts them to every class of work.

They cut faster and wear longer than any other oilstone on the market.

India Oilstones are sold by leading tool dealers the world over.

Manufactured by

Norton Emery Wheel Co.

Please Notice—We have a complete line of Arkansas, Washita, Queer Creek and Hindostan Oilstones; also Scythe Stones, Razor Hones, Knife Sharpeners, etc. You can cover your complete requirements in the sharpening stone line with one order placed with us.

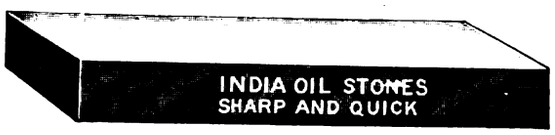
Sole Selling Agents | FOR INDIA OILSTONES.

The Pike Mfg. Co.

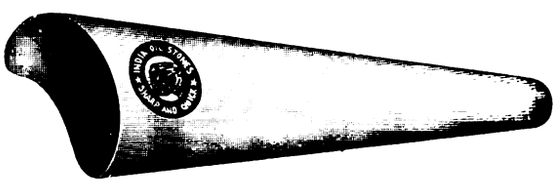
Pike, N. H., U. S. A.

NEW YORK STORE, 151 Chambers St., N. Y. City.

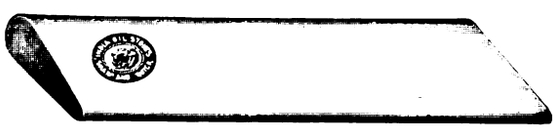
SHARPENING STONES FOR EVERYTHING THAT HAS AN EDGE.



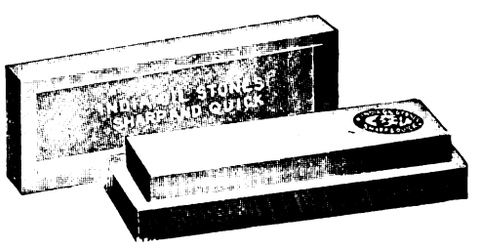
Regular India Bench Stones.



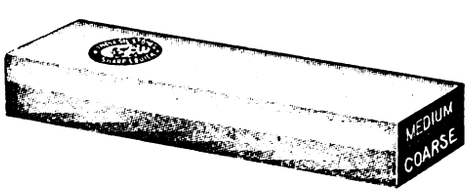
Special India Gouge Slip.



India Round Edge Slip.



India, Mounted in Wood Box



Combination India



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GET OUR PRICES BEFORE ORDERING

TRUNK, BOX AND DOOR HINGES.
BRASS GOODS MANFG. CO.
Cor. Union and Nevins Sts., Brooklyn, N. Y.
MANUFACTURERS OF
METAL GOODS IN BRASS, BRONZE AND TIN.
LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
THIS CARD CHANGES EACH ISSUE.

WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE American Steel Roofing Co.

Middletown, O.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. Send for Catalogue.



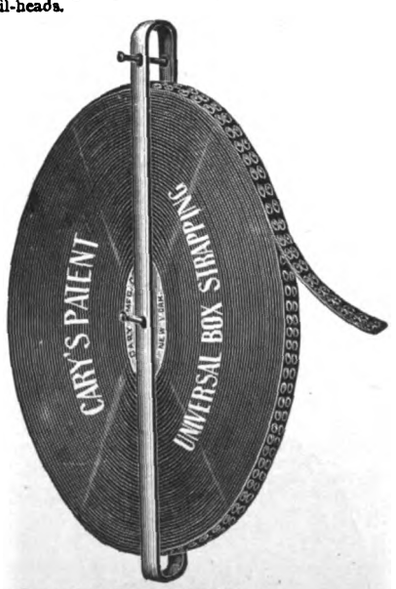
Federal Bench Shear

Strong, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

CHANDLER & FARQUHAR CO.,
131 Congress St.,
BOSTON, U. S. A.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

The Mechanic's First Choice



Atkins Always Ahead

Atkins High Grade Silver Steel Hand Saws

will arouse the interest and excite the admiration of expert carpenters or builders quicker than any other saws on the market. The fine finish, symmetrical design, excellent workmanship, perfect quality, all appeal to them as being not only above the average, but the finest to be found.

These features sell the saws. Dealers should recommend ATKINS SAWS to mechanics who want the best. It's to their interest.

Write for catalog and mention this journal.

E. C. ATKINS & CO., Inc.

Factories and Home Offices:
INDIANAPOLIS, IND.

BRANCH HOUSES:

New York City, 64 Reade St. Chicago, Ill., 38 South Canal St.
Memphis, Tenn. Atlanta, Ga. Minneapolis, Minn.
Portland, Ore. Seattle, Wash. Toronto, Ont., 30 Front St., East

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION

Eley's E. B.	60c
" B.	per M 84@ 85c
" F. L.	per M 40@ 45c
" G. E.	per M 48@ 52c
" Musket	per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M	20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M	90%
All other Primers per M $1.80 to $1.60.	

CARTRIDGES—

Blank Cartridges:	
32 C. F., $5.50	10&5%
38 C. F., $7.00	10&5%
22 cal., Rim, $1.50	10&5%
32 cal., Rim, $2.75	10&5%
B. B. Caps, Con. Ball, Swgd	$1 90
B. B. Caps, Round Ball	$1 49
Cent. Fire,	25%
Target and Sporting Rifle	15&5%
Primed Shells and Bullets	15&10%
Rim Fire Sporting	50%
Rim Fire Military	15&5%

SHELLS, EMPTY—

Brass Shells, Empty:	
First quality, all ganges	60&5%
Climax, Club, Rival, 10 and 12 gauge	65&5
Paper Shells, Empty:	
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge	25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge	20%
Climax, Union, League, New Rival, 10 and 12 gauge	25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)	20%
Expert, Metal Lined, and Pigeon, 10, 12, 16 and 20 gauge	33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder	40%
Loaded with Smokeless Powder, medium grade	40&5%
Loaded with Smokeless Powder high grade	40&10&10%

SHOT—

Drop, up to B 25 lb bag	$1.60
Drop, B and larger, per 25 lb. bag	1.85
Buck 25-lb bag	1.85
Chilled, 25-lb bag	1.85
Dust Shot, 25 lb bag	2 25

GUN WADS—P 1000—

B. E., 11 up	$ 60
B. E., 9 & 10	.70
B. E., 8	.80
B. E., 7	.80
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P. E., 8	1.50
P. E., 7	1.50

15%

Kly's B. E., 11 and larger	$1.70@$1.75
Kly's P. E., 12 to 20	$3.00@$3.25

Animal Pokes—

Iowa Farming Tool Co	P doz
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net	$2 00
Burton's per doz. pair, Nos. 2 and 3	50c
Per doz. pair, No. 1	75c
Per doz. pair, No. 4	1.00
Keasley's:	P gro.
Invisible, No. 8	Net. $5.00
Perfect, No. 9	Net 2 20
Bolt Holder No. 1	Net. 9.00

Anvils—

American "Horse-Shoe"	9¼c
Arm & Hammer	8¼@8½c
Eagle Anvils, P lb, net	7¼@8c
Peter Wright's	10¼c
Trenton	9½@10c

ANVIL AND VISE COMBINED

Millers Falls (with drill), $18.00	15&10%

Augers and Auger Bits—

Boring Machine, Snells	70%
Com. Auger Bits	70@70&10
Forstner Pat. Bits	25%
Ford Auger Bit Co.:	
Auger Bits	40@ 40&10%
Car "	
Machine Bits	
C. E. Jennings & Co.:	
Double Spur pattern car, No. 80	40&7½&10%
Nobles Double Spur, No. 84	55&10%
No. 10 Extension Lip	25&10%
Car Bits, No. 10	25&10%
Car Bits, No. 80	40&7½&10%
Ring Augers	60½&10%
Jennings' Pattern	50&10%@60%
Snell's Auger and Car Bits	60%
Extra	60%
No 1	60&10%
Russell Jennings' Augers and Bits	95&10&2½%

HOLLOW AUGERS—

Ames	25&10%
Bonnev's Adjustable	$10.50@11.00
Hibbard's Adjustable	Net prices
Ives	25&10%
Millers Falls, Goodell	15&7½&10%
Universal, each $4.50	20%

EXPANSIVE BITS

C. E. Jennings & Co.	25&10%
Clark's small, $18	50&10%
Clark's large, $26	50&10%
Ives' Model, P doz. $60	50%

DOUBLE CUT GIMLET BITS—

Common, net	$3.00@3 25
German Pattern, net	$1 50@4 75
Mayhew's Diamond P doz. $1.25	40%
C. E. Jennings & Co	45&10%
Ladds	60&10%
Mayhew's	40&10%
Snell's Bell Hangers	60%&5%

TWIST DRILLS—

Bit Stock	50&10%@60, 10&10
Taper & Straight Shank, 60&10 @60,	10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.	40&10%
L'Hommedieu's	15&10%
Snell's	40%
Watrous'	33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad	40&10%
Handled Scratch	40&10%
Patent Peg	50%
Sewing, Com	85c@$1 00
Shouldered Peg	50%
Shouldered Brad	50%
Socket Scratch P doz	$1.00
Stanley Rule & Level:	
Handled Brad	20&10%
Patent Pegging	50@60&10%

Awl and Tool Sets—

Aiken's Awls and Tools:	
No. 10, P doz. $7.50; No. 20, P doz. $10	60%
Brad Sets:	
No 42, $10.50; No. 45, $12.50	70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7	50%
Ice Awls	55%
Millers Falls Adj. Tool Holders:	
Nos. 1, $12; 2, $12; 4, $12; 5, $18.	15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles	33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50	20&10%

Axes—

First quality, best brands	$6.50to9.75
Ice, Bradleys	30%
Bradley's wide bit, net	$10.50
Long Island, net	9. 25

HATCHETS—

Hunt's, Underhill's Blood's or Plumb's:	
Shingling, etc.	33⅓&5
Broad and Bb'l	33⅓%
Boys Axes	33⅓&5%
D. Simmons & Co.:	
Broad	
Shingling and Claw	50&5%
Lath, Hunters', etc.	
Picks and Mattocks	50%
Peck Edge Tool Co:	
Hatchets, Shingling, etc	33⅓ & 5
Broad and Bb'l	33⅓
Boy's Axes and Hatchets	33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:	
1 lb cans (36 in case)	.15 ea
2 " " "	.25 "
10 " firkins (6 in case)	$1.20 "
25 "	2.75 "
50 " kegs	5.00 "
100 "	9 00 "
200 " ¼ bbls	.08½lb
375 400 lb "	

Balances, Spring—

Chatillon's:	
Light Class A	40&10%
Circular Balances, Class C	50%
Ice Balances, Class B	50%
Straight Balances, Class A1 and A2	40%
Class D, E, F	30%
Class G	20%

Balances, Sash—

Caldwell's	50%
Pullman's	50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:	
Japanned, each, $8 00	75@80
Tinned, each, $10.50	95@80

Bells—

HAND

Extra Heavy Brass	60@60&10%
Light Brass	60&10%
Pure Bell Metal	55@60%
Silver Chime	33⅓@33⅓&10
White Metal	60%

DOOR—

Trip, Gem	50&10%
Alarm, Abbe's	40@40&10%
Alarm, Yankee	50@55%
Gong, Abbe's	40@45%
Gong, Yankee	50@55%
New Departure	45@50%

COW—

Common Wrought	70%
Kentucky	70@70&10%
Kentucky, Sargent's List	70%
Texas Star	70%
Western, Sargent's List	70@70&10%

Bellows—

Blacksmiths'	65&10@70
Hand	35&10%
Moulders'	35&10%

Belting, Rubber—

Boston Belting Co.:	
"Boston"	50%
"Imperial," seamless stitched	45%
Niagara	60%
N. J. Car Spring & Rubber Co.:	
Extra Para	40&10%
Reliable	50&10%
Staple	60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50	50%
Seymour Smith & Sons	25&10%
Miller's Falls	15&10%
Weston's	40

Binder Twine—

Sisal	Per Pound
Standard	10½c
Standard Manila	10½c
Manila	11½c
Pure Manila	12½c
	13½c

Bit Holders—

Angular	45%
Extension:	
Barber's, P doz. $15.00	45@50%
Ives' P doz. $30.00	60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, P doz. $3.00	33⅓%
Excelsior, P doz. $10.00	50&10&5%
North's	10%
Zimmerman's	50%

Blind Fastenings and Tenons—

Security Gravity P gr	$9.00
Zimmerman's	50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's	50&10@60%
Harts' Steel	40&10@50&5%
Iron Strapped, Japan'd Sheaves	70&10%
Iron Strapped, Lig Vitae Sheaves	60%
Rope Strapped, Japan'd Sheaves	65&10%
L. V. Sheaves	40%
Lanes:	
Junior, Self Sustaining	30%
Pat. Automatic	30%
Perfect Safety	30%
Stowell, Novelty Block	50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c	60&10%
Cast Iron Chain	60&10%
Cast Iron Shutter Bolts	60&10%
Ives' Patent Door Bolts	40%
Wrought Barrel	75@10%
Wrought Barrel Bolts, Griffin's	75&10%
Wrought Square	50@50&10%
Wrought Shutter, Standard list	40&10&10@50&10%
Wr't Sunk Flush, Sargent's list	50@60&10%
Wr't Sunk Flush, Stanley's list	45@45&10%
Wr't B. B. Flush, Com'n, Stanley's list	50&10@60%
Wrought Spring, Sargent's	70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts	70&5@75%
Machine, Plain Nuts	75@75&5%
Carriage, Common	70&10@75%
Phila., Eagle, list May 24, '99	80%

TIRE—

American Screw Co.:	
Bay State, Plain, list Dec. 2b, '99	70&5%
Bay State, Fluted	72½%
Eagle Phila	82½%
Norway, Phila	80%
Common	72½@72½&10%
Norway, Phila	80%
Portchester, Norway	80%
Phila	80%

STOVE AND PLOW—

Plow	65&10%
Stove	85@80&10%

MISCELLANEOUS—

Rink	80%

Bone Mills.

Enterprise	35@30%
Stearns	40%

Borers, Tap—

Enterprise	20@22½%
Each	$1.25, $1.65, $2.50
Nos	1 2 3
C. E. Jennings & Co.:	
No. 6	33⅓&10%
No. 10	16⅔&10%
Common Ring	20&10%
Ives	35&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		5 &10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net,

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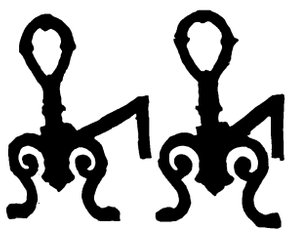
Andirons

From

BLACKLOCK FOUNDRY

are

Unequalled for Durability.





Each set has Wrought Iron Dead Black Finish.

As lively sellers they are unsurpassed. Let's give you further information about them.

BLACKLOCK FOUNDRY,

SOUTH PITTSBURGH, TENN.,
U. S. A.

Improved Natural Stone Germ Proof Water Filters

Every Filter guaranteed perfect and absolutely germ-proof.

Display Card with every shipment.

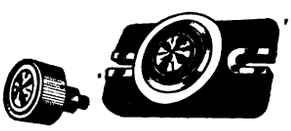
Send for prices and discounts.

We manufacture Sanitary Stone ware of every description.



Fulper Pottery Co. Flemington, N. J

SHEET METAL STAMPING, BLANKING, FORMING COMBINATION AND DOUBLE ACTION DIES made to order.

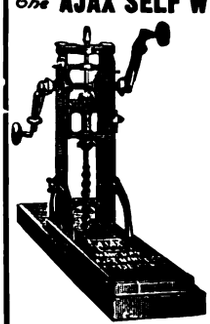


Our ability is the product of 25 years of experience. All work guaranteed.

HUNT & DORMAN MFG. CO.

15-21 Bright St., Cleveland, Ohio.

The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,

Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

UDELL

DRYING RACKS

It's up to you whether you intend to worry along with Drying Racks that give little satisfaction to your customers.

It is needless for us to remind you that our



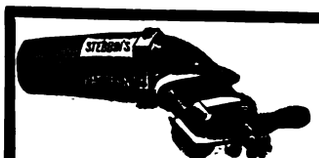
Globe Rack

is the strongest made. Stretchers are of Hard Wood, held open by Malleable Iron Hinge Braces. Closes compactly.

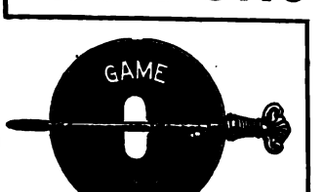
Five feet high. 13 stretchers. Weight 120 pounds per dozen

The Udell Works

Indianapolis, Ind.,
U. S. A.







The TAYLOR & BOGGIS FOUNDRY CO.

MANUFACTURERS OF

LIGHT GRAY IRON CASTINGS,

BUILDERS' HARDWARE.

Dampers, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.

CLEVELAND, - O.



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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary Mfg. Co's, in case lots:
"Universal,"....20&10&10&10
Standard Metal Strap Co's:
Eclipse....20&10&10&5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 10@11¼....50&10%
No. 20@12¼@14¼....50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's....50&10@60%

Brackets—
Brackets, Griffins Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases....80&10%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets—
Millers Falls Co....33⅓&10

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....₩ doz net $5.00
Bemis & Call's....65%

Bright Wire Goods—
Standard. List, June 24, 1903. 90@90&10%

Bull Rings—
Humason, Beckley & Co.'s....80%
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks. 33⅓@40%
L. & I. J. White....30%
Plumbs....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....25%
Humason & Beckley's....40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts—
BRASS—
Wrought Brass, list Sept. '96. 20@20&10% &5%

CAST IRON—
Loose Joint....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns.. 70@70&10%
Loose Pin....70@70&10%
Mayer's Hinges....70@70&10%
Parliament Butts....70@70&10%
Fast Joint, Broad....50@50&10%
Fast Joint, Narrow....50@50&10%

WROUGHT STEEL—
Table and Back Flaps....75%
Narrow and Broad....75%
Inside Blind....75&10%
Loose Pin....75%
Loose Pin, Ball and Steeple Tip....60&20%
Japanned, Ball Tip Butts....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%
Extra 10% to 10&10

Calipers—
Bemis & Call:
Double....65%
Inside and Outside....65%

Can Openers—
American....₩ gross, $1.75@$2.00
Goodell's Acme....₩ gross, 6.00
Hopper's....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix....40%
Sardine Scissors....75&10%
Jardine Scissors, Forged Steel.... ₩ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50....75&10%
Universal, ₩ doz., $3.00....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Plate....60@60&10%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and HalterChains:
"American"....40@45&1%
"Niagara"....45@50&5%
"Eureka"....45@50&1%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.00
¼	5.30
5-16	4.15
⅜	3.75
7-16	3.60
½	3.50
9-16	3.45
⅝	3.30
¾	3.25
⅞	3.50
1	3.15

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain...
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain.....
Covert Mfg. Co., Stallion Chain..
40% &2%
Galvanized Pump Chain....4¼@4¾c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron....60&10@60&10&5%
Jack Chain, Brass..60&10@60,&10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains: New List....60@60&10%
Bridgeport. Trace chains....65%
Stake " 65%
Heel " 30%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%&2%
Hemp....45%&2%
Jute....40&5%&5%
Sisal....30%

Chain Guards—
Aluminum S. & N. Co....50

Carpet Stretchers—
Montross' "Excelsior,"...₩ doz., $6.00....80%
Bullard's....33⅓%
Cast Iron Steel Points....₩ doz....80c
Socket....₩ doz., $1.75@$2.00

Carpet Sweepers— ₩ doz.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned....20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel....32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel....36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned....33 00
Perpetual, Regular Bearings, Nickel....20 00
Perpetual, Regular Bearings....18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise....25@30%
Goodell's Family....net ₩ doz. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes....70%@70&10
L. & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to £
C. E. Jennings & Co....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels....30&10%
Tanged Gouges....40&10%
Tanged Firmers'....40%&10%
Tanged Gouges....40%
L. & I. J. White,....25&5%

COLD CHISELS—
Good quality, ₩ lb....13@15c
Snell's Best C. S....50&10%
Cronk's....50%

Cleaners, Sidewalk— ₩ doz
Challenge Shank....$3.25
Star Shank....4.00
Star Socket....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '96, Chicago....Each 8.75 15%
1902 Chicago....Each 10.75 15%
Twentieth Century....20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—
Box and Side....60%
Enterprise Mfg. Co....25@30
Lane Bro's Co....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers. 70&10@75%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....20@20&5%
L. & I. J. White....20@20&5%
Sandusky Tool Co....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co....33⅓%
Humason & Beckley Mfg. Co...50&10%
Samson....₩ doz $10.00

Corn Hooks— ₩ doz
Kretsinger Cut-Easy....$3.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.50

Countersinks—
Mayhew's Diamond....40@45%
Smith's....35%
Snell's....40%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....20%
Dixons: ₩ gro.
Eclipse....7 in. $3.75 9 in. $4.88
Emerald....5.00
Oriole....5.00
Rainbow....3.12
Solid....7.50
Tailors, Black $5 62. Red & Blue $9.00

Curry Combs—
Kohler's....40%
The Metal Stamping Co. Ideal,..20&10%
Perfect....40%
Rubber, ₩ doz. $7.50....20&10%
Southington Cutlery Co.'s....25&10%

Cutlery—
Fosters, Pocket....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)....40&10%
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....30&10%
Leather....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's....33⅓@40%
Columbia....50&10%
Eclipse....60@60&10%
Home....50&10
Ogden's....33⅓@40%
Pullman's Screen....₩ doz. net $4.50

Door Holders—
Empire....50%

Door Springs—
Gem (Coil), list Oct. '96....90%
Perfect....65&10&10
Pullman, Coil....90%
Star (Coil), list Oct. '96....90%
Torrey's Rod, 39 in. ₩ doz., net...$1.25
" " 48 in. " " 8.50
Victor, Coil....50&10&10%
Chicago Coil Springs....40&10%
Reliance Coil Springs....40&10%

Drain Cleaners—
Iwan's Adjustable....50%
Iwan's Stationary....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list....75&10%
Sargent's List....60

Drawing Knives—
Standard Wakes....70@70&10
Adjustable Handle....2" @25&10%
Bradley's....40&5%
Jennings & Griffin....65&2&10%
Watrous....16⅔&10%
L. & I. J. White....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....25@30%
Breast, Millers Falls, each $3.00. 15&10%
Stearns' Bench....30%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10 00 Adjustable No. 10, $12.00....33⅓%

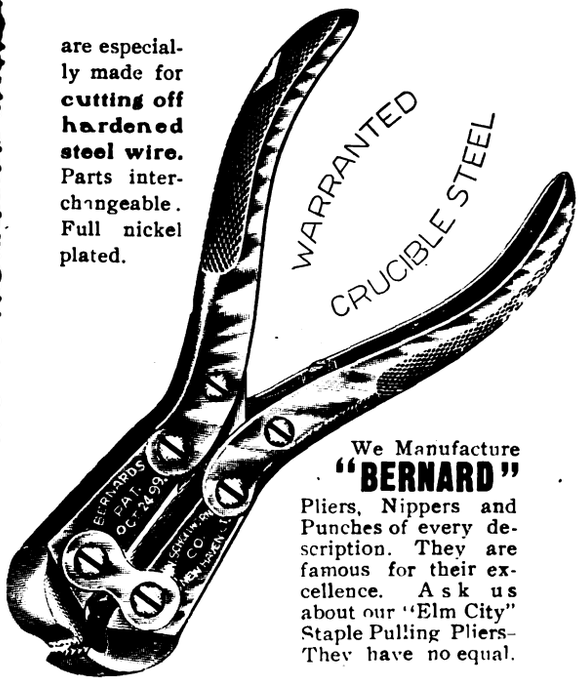
TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg....30%
Enterprise Mfg. Co....25@30%

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"BERNARD" MUSIC WIRE NIPPERS

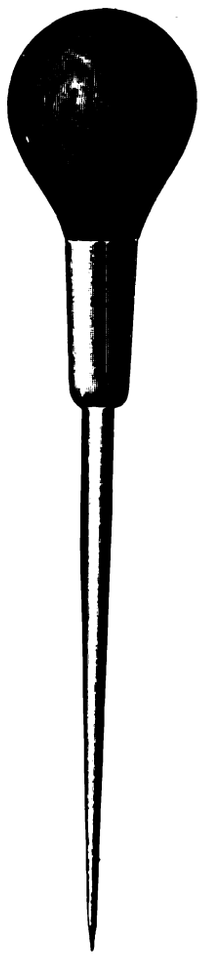
are especially made for **cutting off hardened steel wire.** Parts interchangeable. Full nickel plated.



We Manufacture
"BERNARD"
Pliers, Nippers and Punches of every description. They are famous for their excellence. Ask us about our "Elm City" Staple Pulling Pliers—They have no equal.

Our latest Catalogue gives our complete line.

THE WM. SCHOLLHORN CO.
NEW HAVEN, CONN.



The
Record Made by

DUCHARMES ICE AWLS AND SCREW DRIVERS

is being demonstrated by the large increase in sales.

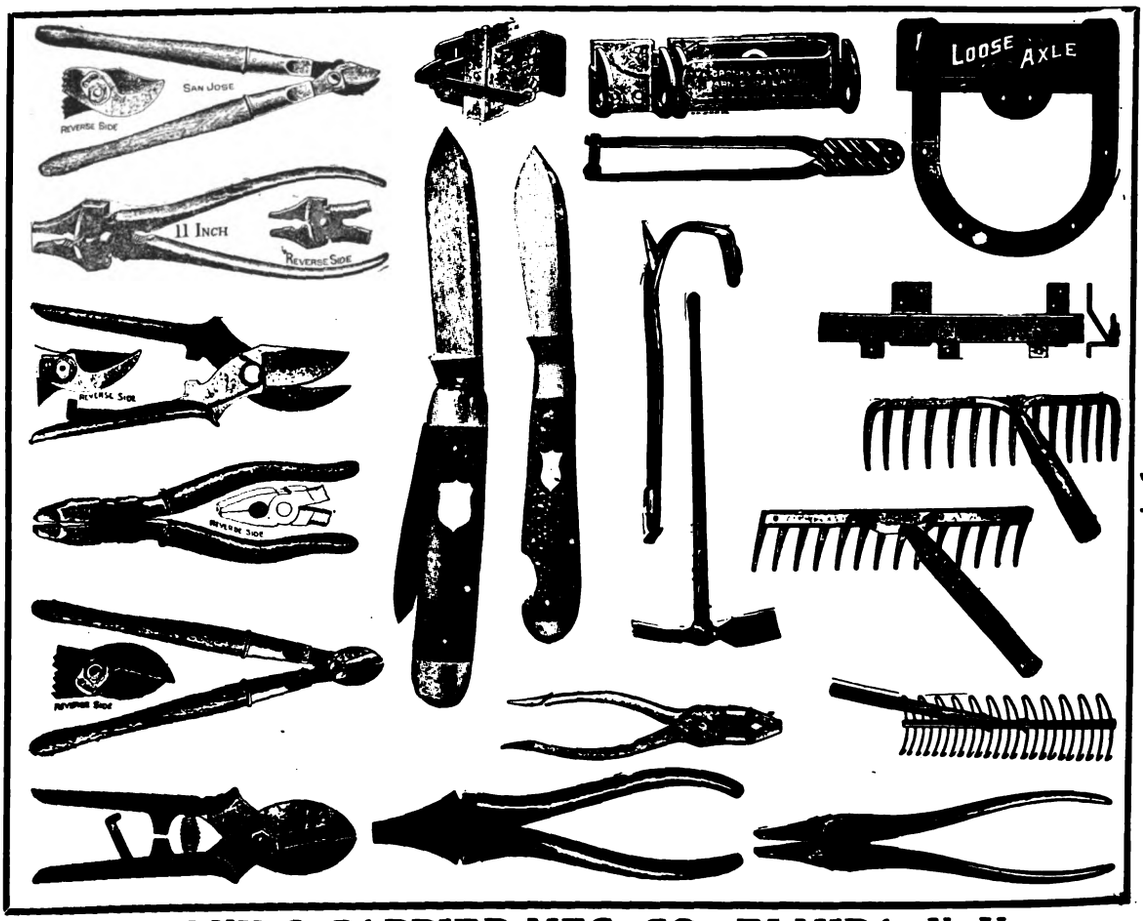
These tools are the best of their kind. They are fully guaranteed by us.

If you are not acquainted with them, investigate, and write us for circulars and prices.

THE DUCHARMES CO.,
SHELBURNE FALLS, MASS., U. S. A.

CRONK & CARRIER SPECIALTIES

OUR CATALOGUE TELLS ALL ABOUT OUR COMPLETE LINE.



SHALL WE SEND YOU A COPY WITH PRICES FOR 1904?

CRONK & CARRIER MFG. CO., ELMIRA, N. Y.

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Egg Beaters—

Taplin Mfg. Co.: ₩gro.
No. 60 Improved Dover.....$6.00
No. 75 Improved Dover.. ..... $6.50
No. 100 Improved Dover.....$7.00
No. 109 Improved Dover, Tin'd $8.50
No 150 Improved Dover, Hotel $15 00
No. 152 Imp'd Dover Hotel T'd $17.00
No. 200 Imp'd Dover Tumbler $8.50
No. 202 Imp'd Dover Tumble Td $9.50
No. 300 Improved Dover Mammoth, ₩ doz..... $2 50

Escutcheons—

Wood.....25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz

"Challenge".... ..... $3.00
Popes..... 3.00
Wilkinson's ....$3.00 net
Westerholm's.....$3 25

Faucets—

Frary's Iron Petroleum ....70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key..... .....50&10%
John Sommer's "Duplex," Metal Key..... .....50%
John Sommer's "I. X. L.," Cork Lined 30%
John Sommer's "Reliable," Cork Lined ....50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lanes .....$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American ....75&5%
Arcade ....75&5%
J. Barton Smith ....75&5%
Disston's 75%
Disston's Superfine 50%
Eagle 75%
Great Western ..... 75&5%
Kearney & Foot ....75&5%
McClellan..... ....75&5%
Nicholson ....70&10%
Nicholson's X. F. Files ....30@30&10%
Royal .... 80@80&10%

IMPORTED—

Stubs ....Stubs' list, 30@33⅓%

Filters—

Acorn. 50%
Pulper's Natural Stone $3.50@$13.50
Subject to trade discount.

Fish Hooks—

Limer Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ dos. $78.00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler .....₩ doz. 30.00
Gun Cleaner..... ₩ doz. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield.....₩ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American. ... . 60&20%

Forks—

Geneva:
Two Tine Hay and Boy ...50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines ....50&10&5%
Four Tine Hay..... .....60⅔%
Long Three Tine, Grain, &c.. 65%
Long Four Tine Header, &c 65%
Alfalfa, Deep Dish Header 65%
Three-Tine Baler.....65%
Four Tine Baler 65%
Barley and Grain .....60&20%
Champion Hay. 66⅔%
Champion Manure .....60&15&2½%
Champion Header..... 65%
Four-Tine Manure ... 60&15&2½%
Five and Six Tine Manure 66⅔&2½%
Spading Forks ....70&2½%
Potato Digging .. ..60&10%
Baling Press ..... 60&12½%
Stable and Fish..... ... 50&10&5%

HEAVY FORKS—

Vegetable Scoop .....
Sugar Beet.... .....
Barn..... .....
Sluice .....
Cotton Seed.... .... } 40&10%
Coal and Coke.... .....
Stone ....
Tanners'.....
Shaving..... .....
Oyster..... .....

Fruit, Wine and Jelly Presses.

Enterprise ....30@25%

Fry Pans—

Standard List .....70&10

No	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

See Hinges.

Gauges—

Semis & Call's Steel.. .....50%
Clapboard ..... .25&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@50&10&10%
Stanley's..... ..... 20@30&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's..... 25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut..... ....40&10@50%
Metal Head..... .....50&10%
Wood Head..... ....50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid .....25&25&10%
Mystic..... .....40%
Martins .. .. 40&10%

Glue Pots—

Enameled..... .. .. 40%
Tinned 35%

Graters—

Enterprise ....25@30%

Graphite, Lubricating.

Dixon's Pure Flake

632-	1 lb. cans.	20 cts. ea.
633-	5 " screw top tin cans.	85 cts. ea.
634-	10 " " "	$1.60 "
644-	25 " boxes,	15 cts. lb
645-	50 " "	14½ cts. lb
646-100	" kegs,	14 cts. lb.
647-350	" barrels,	12 cts. lb.

Grindstone Fixtures—

Cronk's..... .....50%
Forest City ....30@30&10%
Sargent's Patent ....60&10&10%
Stowells Extra Heavy..... .....50&10&10%
Stowells Light ....60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's .....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters .....40&5%
Sisal Rope 20%
Web Halters... ....45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail 10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack..... ₩ doz. net $2.50
Maydole's .... 33⅓&5&40&10%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail ....⅓&7½%
Engineers' and B. S. Hand, 50&12½%
Quaker City Hammers..... 40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb.... } .... 75@75&10%
3 to 5 lb 40c lb.. .... }
Over 5 lb 30c lb .... }
Wilkinson's Smiths..... 9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute ....40&5%
Sisal 20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's..... .... ₩ doz..$15.00

Handles—

WOOD—

Auger, assorted ₩ gr. $2.75@3.00
Auger, large ..... ₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 3½..... .....40%
Axe, Pick, etc ....50@5 &10
Bliss Mfg. Co.
Chisel.....
Brad Awl ....
File..... ..... } 25@33⅓%
Auger.....
Soldering Iron .....
Brad Awl..... ₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ doz., net 1 50
File, assorted ..... ₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet,.... ..... 50%
Hoe, Rake and Fork ..... 5'&10
"Simplicity" File Handles, ₩ gr. $ .90@1 50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle. 40&5%
Shovel and Spade, Long Handles 50&5%

CROSS-CUT SAW HANDLES—

Atkins ....40&5%
Champion .... 45@45&10%
Disston's. 50%

Hangers, Barn Door—

Old Pattern.... .. ..60&10%
New England..... .65⅔@70%
Chicago Spring Butt Co.:
Fraction 25%
Oscillating..... 25%
Big Twin..... 25%
Lane's Covered. 50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's:
Standard .....50&10&10&5
Special..... . 50&10&10&5
Track for same.....₩ 100 ft. net, $3.75
Cronk's:
Nos. 1, 1½, 2 & 3.. .....60&10%
Nos 11, 12 ..... 70%
Nos. 21, 21½, 22..... ...60%
Nos. 32, 50..... .. 60&20%
No. 44 .... 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs.....60&10%
Myers' Stay-on .. ..50&10%
Wilcox's New Century.....50&10&10%

Hangers, Garment.

Pullman's..... .....₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard.....net, $3.35
Ball Bearing 4.15
New Model 3.85
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B488, 40 drawers, no partitions, run. ft., $3 60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52: net each 54 28

OAK BASES -

No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2 75; net each..... ..... 22 92

NAIL BIN BASES—

No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 23 57
No. 1770, 8 nail spaces and 4 open shelf spaces above run. ft. $3.10; net each..... ..... $5 84
No 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's..... .....50%
McKinney's "Perfect," $1 10 ₩ doz.50%
Wrought..... ..... 85&10@90%
Wrought, Stanley 80%
Wrought, Griffin..... ....80%

Hatchets—

See Axes.

Hay Tools—

F. E Myers & Bro.:
Myers Unloader, Double Steel Track..... $7 00
Myers Unloader, Wood Track.. 7.00
Comb. Car, Double Steel T 7 00
Comb. Car, Wood Track 7 00
Rev. Car., Double Steel Track . 7.00
Rev. Car., Wood Track 7.00
Myers Unloader, Cable ... 7.00
Myers Unloader, Single Rail ... 7.00
Carrier Grip, Sling Car, Steel or Wood Track..... 12 02
Double Rail Steel Track, complete with clamps..... ..₩ ft.....
Single Rail Steel Track complete with clamps. ..... ₩ ft. .20
D. H. Fork Steel Regular .each, 1.00
Nellis Fork..... ..... each, 8.00
Double Grapple Fork . each, 7.00
Sprout's Shear Fork, each ..$1 50
Walker Fork, each 2.50
Common 6 in. Wood Sheave Pulley, Fig. 449..... ₩ doz. 3.90
Faultless Steel Frame K. P. Pulley, Fig. 435 ₩ doz. 4 00
Faultless Steel Frame 6 in Plain Pulley, Fig. 485 ₩ doz 3 50
Malleable Frame K. P. Pulleys, Fig. 676..... ₩ doz. 1.60
Reed Wood Frame Pulley with Hook, Fig. 434.....₩ doz. 4.00
Steel Frame Pulley with Iron Sheave Fig. 565. ₩ doz 3 50
Floor Pulley, Wood Sheave, Fig. 486 ..... ₩ doz. 4.20
Hanging Hooks for Double Steel Track ..... ₩ doz. 1.40
Hanging Hooks for Single Steel Track ..... ₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in ..... ₩ doz. 1.00
Hanging Hooks for Wood Track, 16 in ..... ₩ doz. 1.30
Floor Hooks ⅝ in ₩ doz 1.40
Malleable Rafter Brackets ₩ doz .70
Wrought Rafter Brackets ₩ doz .70
Rope Hitch..... ₩ doz. 8 20
Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Corn, & Spear Point40&10%
Iwan's Hay, Sickle Edge ₩ doz. net $9.50
Iwan's Hay, Imp. Serrated ₩ doz. net..... $10.00
Koblers, Hay, Sickle edge per doz net$10
Auburn Straw..... ..40&10%
Weymouth, Pat..... ... 65&5%
Wadsworth's ... . 40&1

Hedge Trimmers—

Wadeworths:
No. 1, per doz. net.....$8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap. { 6 to 12 in., ₩ lb. 3½c. / 14 to 20 in., ₩ lb. 3½c. / 22 to 36 in., ₩ lb. 3c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges.....80&5%	Extra @ 10&10%
Heavy Strap Hinges... 80&20&10%	
Light T Hinges ... .. 75&10&5%	
Heavy T Hinges ..... 75&5%	
Extra Heavy T Hinges ..80&20%	
Hinge Hasps 70%	
Corrugated Heavy Strap 80&20&10%	
Corrugated Ex. Heavy T ....80&20%	

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B Floor Hinges. 40%
Bardsley's Patent Checking 15%
Chicago Spring Butt Co.:
Chicago Spring Butts. 25%
Triple End Spring Butts 50%
Chicago Ball Bearing Floor Hinge 50%
Garden City Fire Engine House Hinge 30%
Chicago Saloon Door Hinge 25%
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ....50&10@60&10%
N. E., ₩ doz. $7 80 ... . 60%
N. E., Reversible, ₩ doz. $5.60.....60%
N. Y. State, ₩ doz. $4.80 . ..... 60%
Western, ₩ doz. $4.20. . ..... 60%

BLIND HINGES—

Parker..... .....70&10%
Sargent's, Nos. 1, 3, 5, 11, 13 .70&10%
W. H. Co.'s No. 9 Mortise Gravity. 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1 80 ₩ doz. sets 50&10%

Hitching Cords—

Covert Mfg. Co..... ..... 15&2½
" " " ....
Hitchers Stall..... ..... 35%

Hoes—

Columbian, Field and Washington Co .... 70&10%
Meadow and Rhode Island... ..15%
Ladies', Boys' and Toy. .... 70&12½%
Onion, Turnip and Nursery..66⅔&&12½%
Street and Mortar..... 70&10&12½%
Blackland or Southern Meadow..75&0%
Geneva Planters'..... 75&12 50
Straight Shank Planters . 7 &10&12½%
Mississippi Planters' .. ....75&10&2½%
Geneva Cotton..... ....70&10&12½%
Ladies' Cotton . ... 75&12½%
Cotton Chopper .... 75&12½%
Rough and Ready Cotton.... 75&10%
Weeding Hoes ..... 66⅔&12½%
Turf Edgers..... .....50&10%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware... per 100 lbs, net $2 50

WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Muslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%

BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%

CAST IRON—
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton.....℔ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods

MEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%

WIRE—
Atlas, New List, Single cases.....70%
Ten case lots.....70&10%
Crescent, Coat and Hat..50&10@60%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....60&10%
Wire Calling, Gem.....60&10%

MISCELLANEOUS—
Belt.....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....85%
Grass, Wadsworth's.....60%
Cronks Grass.....℔ doz. $3 00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10	
A. C.		25c	23c	22c	21c	21c	40&5%
American, all sizes							95c net
	Nos.	6	7	8	9	10	
Anchor & New Haven		28c	21c	20c	19c	18c	40%
	Nos	6	7	8	9	10	
Ausable		28c	26c	25c	24c	23c	50&10%
C. B. K		25c	23c	22c	21c	21c	40%
Capewell		19c	18c	17c	16c	16c	10&5%
Champlain		28c	26c	25c	24c	23c	40@40&10%
Clinton Fin		19c	17c	16c	15c	14c	80&10%
Essex		28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes							95c net
Maud S		25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ℔ lb							12c
Northwestern		25c	23c	22c	21c	20c	25@25&5%
Putnam		23c	21c	20c	19c	18c	33⅓%
Vulcan		23c	21c	20c	19c	18c	25&10%
Western							95c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4 00
Steel, per keg.....3 85

Horse Ties—
Covert Mfg. Co.:
Cotton.....45&2%
Hemp.....45&2%
Jute.....40&5&5%
Sisal.....30%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....℔ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ℔ doz. $6.00..25@30%
No. 34, ℔ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ℔ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2¼ in. Bead, ℔ gr. .....$1.25@1.50
Door Mineral.....65&70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ℔ doz.
Cronk's Barn Door.....Net, $2.00

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M, S. C., K., T..70&10%
Style A. (all steel).....60&10%
Style R., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.	
℔ doz.	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ℔ doz
Ulrich Mfg. Co.....$85.00

Leaders, Cattle—
Covert Mfg. Co.....35%

Leads—
Covert Mfg. Co.
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5%
Sisal.....30%

Lead Pipe, Etc. ℔ lb
Bar Lead.....5½@6c
Block Tin Pipe.....40c
Lead Pipe, full lengths.....5to5¼
Lead Pipe, Tin Lined.....12c
Sheet Lead, full rolls.....6c

Lemon Squeezers.
Berger Bros. ℔ doz. 8-in. $1.00; 10-in. $1.40.....30%
Hotchkiss, Straight Flush, ℔ doz. $9.00
Jennings' Star.....℔ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....
Porc. Lined, Wood.....℔ doz.
Wood, Common, ℔ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....20&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00
No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co.....40%
R. & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....40&10%

CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ℔ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....85&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....60%

TRUNK—
Corbin's.....35&10%
Eagle.....40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&5%
Lignumvitæ.....45@5&5%

Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....70%@70&10%

Meat Cutters—
American.....30%

Nos...	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's.....℔ doz. 30&10@40%

Nos.....	1	2	3	4
	$14	$17	$19	$20

Enterprise.....25@25&7½%

Nos....	5	10	12	20	22	32
Each...	$2	$3	$2.75	$6	$4.50	$6

Little Giant.....33⅓@40

Nos...	805	810	812	820	822
	$35	$48	$44	$72	$68

Woodruff's, ℔ doz.....30&10@40%

Nos.....		100	150
		$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ℔ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent.....℔ doz. $400,40%
Sargent's.....60@60&10%

Mitre Boxes—
C. E. Jennings & Co.....35&10%
Seavey's, ℔ doz. $30.....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85&10@90%

PICTURE—
Niles' Patent.....$40
Porcelain Head, Comb'n list....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ℔ gross....$21.00
" less quantity, ℔ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs.....℔ doz. net $7.50
Black Hawk, ℔ doz.....$9.00
Cyclops.....40&10%@60%
Cronk's.....℔ doz. net $12.00
Eureka, No. 74.....doz. net $8.50
Eureka, No. 75.....doz. net 8.00
Giant, No. 1, ℔ doz. $18.00; No. 1½, $16.50; No. 2, $15.00.....80&5%
Lightning.....℔ doz. $18.00, 20%
National.....℔ doz. $4.00, 40%
Pelican.....℔ doz. $9.00, 40@40&10%

Nail Sets—

	℔ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain...	8.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon.....℔ gr...	$5.25
Corrugated	6.75
Knurled	6.75@7 50

Nippers—
Acme.....80%
Smith's Cutting.....80%
Todd's Cutting.....80%
Nut Crackers—℔ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....80.00..40%

Nuts—
Cold Punched:
Mfrs. or U. S. Standard. Off list
Square, Plain.....$5.10
Hexagon, Plain.....5.80
Square, C. T. & R.....5.80
Hexagon, C. T. & R.....6.60
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....5.80
Hexagon, Blank.....6 80
Square, Tapped.....5.80
Hexagon, Tapped.....6 80

Oilers—

Brass and Copper,	80&10
Tin or Steel	65&10
Cushman & Denison's:	℔ doz.
Gem	$ .80
Leader	.60
Perfect Oilers	1.80
Star Pocket Oilers	.75
"Paragon," Brass	45@50%
"Paragon," Zinc	60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust	70@70&10%
Zinc and Tin	60@60&10%
American Tube & Stamping Co., Spring Bottom Cans	70@70&10%
Railroad Oilers, etc.,	60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8 c per lb.
" Small " ..10 c " "
Queer Creek Axe....20 c " "
} 40%

OIL STONES—
Pikes'

Lily White Washita	....60 c	℔ lb.
Rosy Red	" ....60 c	" "
Extra	" ....50 c	" "
No. 1	" ....40 c	" "
No. 2	" ....30 c	" "
Lily White	" Round, Edge Slips	90 " "
No. 1 Washita, Round Edge Slips		70 c " "
Washita Pen Knife Pieces		70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long		$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long		$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long		$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long		$1.70 " "
Soft Arkansas Round Edge Slips		$2.50 " "
Hard Arkansas Round Edge Slips		$4.00 " "
Hard Arkansas Pocket Knife Pieces		$4.00 " "

} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones,..(20c ₩ lb
Chocolate " ..(50c " "
Regular Hindostan..... (8c " "
Small Hindostan.....(10c " " } 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" .....50&10&5%
Phœnix, Pure Sheet Red.....50&10%
Pure Packing "Excelsior"..... ...50%
Extra.... .... 60%

MISCELLANEOUS— ₩ lb
American Packing..... 8c@10c
Cotton Packing..... ....16c@25c
Italian Packing.....10½c@12c
Jute ..... 4½@5½c
Russian Packing..... 9c@12c

Padlocks—
See Locks.

Parers—
APPLE— ₩ doz.
Advance..... .. .. $ 4.50
Baldwin 5.00
Bonanza .....each 6.50
Dandy .....each 7 50
Eureka, 1898 .....each 20.00
Family Bay State.... ..... 15.00
Improved Bay State.....36.00
New Lightning... ..... 7.50
Reading, 72 ..... 4.00
Reading, 78..... 7.00
Turntable, 1898 ..... 6.75
White Mountain..... 6.00
POTATO— ₩ doz.
Saratoga.....$7.00
White Mountain..... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's.....$2.17@6.75
Carpenter's, Blue or Red Lead .. .. 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6.87
Colored Lumber..... 9.00
Black Artists..... 9.37
Colored ....$4.88@7.50
Assortment Boxes..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 23, 1899. .... 70@70&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality.....40&10%
Bench, Second Quality ....50&10%
C. E. Jennings & Co ....50&10%
Molding..... 33⅓&5%
IRON PLANES—
C. E. Jennings & Co., Iron.....50&10%
Sargent's.....60@60&10
Standard Tool Co..... .....50@50&5%
Stanley Rule & Level Co.:
Bailey's..... 25&10@25&10&10%
Miscellaneous ... 25&10@25&10&10%
PLANE IRONS—
Busk Bros..... .....80%
Butcher's ....$5.00@5.25 to 2
C. E. Jennings & Co..... 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White..... 20&5@25%

Pliers and Nippers—
Button.. ....70&10@75%
Ik & Carrier:
Pliers
No. 1..... 60&10%
20..... net, $9.00
40..... 75%
50 ..... 80%
60 ..... 40%
70..... 50%
80 ..... 40%
85..... .....40%
Wm. Johnson's Gas Pliers 60⅔%
Smith's Side Cutting..... 60%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's..... ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels .... 25&10%
Disston's..... .... 70%
Machinists'..... 25%
Pocket Levels.....70&10@75%
Stanley's ..... 50&10@50&10&10%
Stanley's Duplex.....20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 35%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste .....40@40&10
U. S. Metal Polish Paste, 8-oz. boxes, ₩ doz .....$ .50
₩ gross 4.75
¼-lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U. S. Liquid, 8-oz cans, ₩ doz ... 1.25
₩ gross..... 12.00
Barkeeper's Friend Metal Polish, ₩ doz..... 1.75
₩ gross..... 18.00

Polish, Stove—
Black Eagle Bensine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ..$0.65
Ladd's Black Beauty gro $10.00, ...60%
Joseph Dixon's.....₩ gro. $5.75, 10%
Dixon's Plumbago..... ₩ lb 8c
Fireside..... ₩ gro. $2.50
Gem..... ₩ gro. 4 50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.80
Wynn's:
Black Silk, 5 lb pail.....each 70c
Black Silk, ½ lb box....₩ doz $1 0u
Black Silk, 5 oz box,....₩ doz $0.75
Black Silk, ½ pt. liq ....₩ doz $1.00

Poppers, Corn—
Square,.....₩ dez. ₩ gro
1 qt..... ..... $ 9 00
1½ qt..... 11.00
2 qt 13.50

Post Hole Diggers— ₩ dos.
Disston's Samson Digger....$34.00, 25%
Kohlers:
Little Giant.....per doz.. net $12.00
Hercules..... " " 9.50
Invincible..... " " 9.00
Pioneer..... " " 7.20
Universal..... " " 13 00
New Champion.... " " 5.50
Rival..... " " 7 50
Ryan's..... ₩ dos. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved.....40&5%
Perfection..... ...₩ doz. net, $8.25
Split Handle..... " " " 7.50
Vaughan's, 4 to 9 in.,₩ dos. net...$6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle,.....net $7.00
Perfection .... " $8.00
Rockford Tack & Nail Co.
Rockford Brand..... ₩ doz. net $6 50
Atlas Pattern.....₩ doz. net $7 50

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks .....60&10&2½%
Potato Hooks ..... .70

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ....₩ doz. $13.00, 25@25&10%
Disston's Pruning Hook, ₩ dos., $12.00, 25@25&10%
Smith's:
Pruning Shears .....6 .. 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners..... .. 75%
E. S. Lee & Co.'s Pruning Tools....40%
P. S. & W. Co.'s Shears.....40%
Waters' Tree Pruners.....75&10%

Pulleys—
Awning..... .....60@60&10%
Axle.....50&10@60%
Brass Screw .....45&10%
Ceiling.....50@10&60%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley..... .....60%
Fox-all-steel.....50%
"Grand Rapids" all steel.....50%
Hay Fork, Swivel Eye, ₩ dos., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $5.00.....50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12.00.....40%
Side, Anti Friction 60%
Shade Rack..... 45%
Upright..... ... 50&10@50&10&10%

Pumps—
Cistern, Best Grades .....60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers'.....50&10%
Spray Pumps, Kohler's.
Daisy, net per doz.....$7.50
Mechanical, net per doz..... 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 886, 8 in. Shallow Well Pump.....$13.00
No. 8, Fig. 886, 8½ in. Shallow Well Pump..... 15.00
No. 5, Fig. 807, 8 in. Deep Well Pump..... 15.00
No. 6½, Fig. 807, 8½ in. Deep Well Pump..... 17.00
No. 14, Fig. 881, 8 inch Deep or Shallow Well Pump 15.00
No. 22, Fig. 886, 8 in. Deep Well Pump..... 17.00
No. 56, Fig. 881, 8 in. Shallow Well Pump..... 14.00
No. 80, Fig. 882, 8½ in. Shallow Well Pump..... 17.00
No. 70, Fig. 883, 9½ in. Deep Well Pump..... 15.00
No. 72, Fig. 888, 8 in. Deep Well Pump..... 15.00
No. 102, Fig. 448, 8 inch Lift Pump..... 9.00
No. 106, Fig. 448, 8½ in. Lift Pump..... 11.00
No. 126, Fig. 510, 8 in. Lift Pump..... $7.00
No. 131, Fig. 510, 8½ in. Lift Pump 8.50
No. 263, Fig. 389, Windmill Pump..... 12.50
No. 265, Fig. 403, Windmill Pump..... 16 00
No. 240, Fig. 406, Regulator Pump..... 28.00
No. 302, Fig. 477, Spray Pump, complete..... 11.50
No. 320, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump.....net, 5.00
No. 320, Fig. 498, Bucket Spray Pump..... net, 2.00

Punches—
Semis & Call Co.'s:
Cast Steel Drive.....50%
Morrill's.....50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.85 2.60
Barn Door, "None Better" No. 1, ₩ foot..... 8½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c.....70%
Carrier Steel Rail, ₩ foot.... ....4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18. .. ..3½c
Double Braced..... .....3½c
Lane's:
O. N. T. 1 in.....net, $3.00
O. N. T. 1½ in .....net, 3.75
Stowell's Wrought Steel 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot..... 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 8½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb, 35c..... 35@30%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor..... .....80%
Anti-Clog Lawn 75%
Never Break Garden ....75&10%
Queen City Lawn..... 40%
Kohlers:
Net
Lawn Queen.....20, $3.45
" " 24, 3.60
Jumbo Lawn.....36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden. 10th..... .... .. 2.24
" " 12th..... 2.40
" " 14th..... 2.64
" " 16th..... 2.88
Geneva Garden and Gravel.....70%
Geneva Weldless Garden.....75&15%
*Toy Shank, Steel 70%
*Mall. Heavy Braced Curved ...70&10%
*Mall. Light Braced Straight .. 70&10%
*Mall. Heavy Sgl. Shank " ....70&10%
*Lawn, No. 1 .....70&10%
*Lawn, No. 2 ....70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp.... .70&10%
See also Files.

Razors—
Electric.....List net
Boracic ....60&10%
Fox 40%
J. R. Torrey Razor Co..... 20%
Westenholm and Butcher, $10.00 to $..... ....10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned....
White Japanned...
Bronzed Finishes..
Electro-Plated.....
Nickel Plated .... } 70 to 75%
White Porcelain..... .....60%
Solid Brass and Bronze Metal.....50%

Revolving Chimney Tops—
Iwans' Volcaneo .....50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs 60%
Hose with Burrs .....50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners.....75%&5%
Miscellaneous..... .....75%&5%

Rivet Sets—
Regular List..... ...70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ dos. 1.00 .60 .75 .75 .90 c ts

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger .. ..18c@25c
Medium .....16c@18c
¼ in. and larger.....
Common.....12@13c
Jute Rope:
A grade..... ..... 6c
C grade.. ..... 5½c
Manila:
7-16 in. and larger..... .....11½c
⅜ in 13c
½ and 5-16 in..... 12½c
Sisal:
7-16 in. and larger.....8½@9½c
⅜ in ....9@10c
¼ and 5-16 in..... .....9½@10½c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory..... 35&10@35&10&5%
Lufkin's:
Steel..... .....50&10%
Lumber..... 60&10%
Miscellaneous, Stanley's. 50&10@50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing..... 50%
Laundry..... 45%
Sleeve 50%
Tourist,..... 50%
Toy .... .50%
Blacklock:
Plain Black in Cases ...₩ 100 lbs $2.75
Bronze Finished in Cases" 3.15
Alaminum Finish " " "..... 2.95
Full Nickel " " "..... 3.75
SOLD HANDLED—
Enterprise Mfg. Co. of Pa. ...20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel. .....70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth..... 50&10@60%
Garnet Paper..... 35%
Flint and Emery Paper...50&10@60%

Sash Balances—
Caldwell Mfg. Co.....50%
Victor Bronze..... .. ..75%
Victor Steel 70%

Sash Chain—
Competition..... ...50&10%
Giant..... ....40%
Monarch B. C. Co,... .. ..70%
Pullman Bronze 70%
" Cop Steel.....70&10&10%
Royal Metal.... ....65&5%
Steel B. C. Co..... 70&10%
Steel, Copperplated.....70%
Victor Bronze 70%
Victor Steel.....75%

Sash Cord and Weight Fastener
Ives.....40%

Sash Cord—
Cable Laid Italian .....₩ lb 16@18c
Cable Laid Russia..... ₩ lb 15c
Common India.. ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab..... ....₩ lb 40c
A Quality, White. .....₩ lb 35c
B Quality, Drab..... ₩ lb 35c
B Quality, White..... ₩ lb 30c

Sash Fasteners.
Ives "Crescent". 50%
Imperial 33⅓%
Sash Rollers..... .....70%
Ives Casement Fasteners.....40%
Champion 50%
Monitor, Steel..... 25%
Shutter Sheaves. 60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Meeting Rail.....50%
Champion Side..... ....60%
Ives' Patent:
Wrought Metal..... 55%
Cast Metal..... .....62½%
Window Ventilating Lock.....50%
Payson's Signal... ....80%

Sash Weights—
Ton lots at factory... .... $23.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co.....35@35&7½%
National Specialty Mfg. Co.....30%

Saws—
Atkins:
Band 2 to 14 in. Wide.....50
Band ½ to 1-14 in. Wide..... 60

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....35%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 30&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....35%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ℔ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....℔ doz. $6.00
Excelsior Saw Tools.....℔ doz. 6.00
Disston's Monarch. Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....℔ doz. net $8.50
"Royal".....℔ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ℔ doz.....$4.75
Stillmans.....℔ doz. 1.00
Tainters Positive.....$18.00 ℔ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.90
Pelouse.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....℔ doz. $2.00
Box, 2 Handle.....℔ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....℔ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....℔ doz. $2.50

Screens—

DOOR—

Phillips: ℔ doz.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛-in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....60&5&2½%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01.. ℔ doz. $6.00 net
Electric Spiral No. 02.. ℔ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets, No. 3..$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....60%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ℔ doz.....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Balsley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 60%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ℔ doz., 1 in., $3.00; 1¼, $3.50; 1½, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ℔ doz.

Wadsworth's:
Natural Finish, Grass.....
Polished Blade, Grass.....
Painted or Bronzed, Grass..... 20%
Clipper, Grain.....
Weed and Bush.....

Scythe Rifles.

3-Coat.....$10.00 ℔ gro. 40%
4- " .....$12.00 " " 40%

Scythe Stones.

No 1 Indian Pond....$7 00 ℔ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " "
Green Mountains... 6.00 " " 40%
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "

Seeders—

Raisin, Enterprise.....35@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....80%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ℔ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....℔ doz. $1.75; ℔ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 21x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&2%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%&2%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&2%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co.:.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

℔ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....1.25
Rogers & Hamilton.....1.25
Holmes & Edwards.....1.20

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ℔.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 60c
" No. 56 " " " 54c
" No. 60 " " " 54c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....80%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj. Screw Plates.....50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....80&10%@ 80&10&1

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders—

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&30%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers -

Columbia, No. 1, ℔ doz., net.....$3.00
Columbia, No. 2, ℔ doz., net.....1.65
Little Jack.....℔ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....40@40&10%
Steel.....25&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1 8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ₱100.....net, $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₱ doz. $1.25, ₱ gro. $12.00
Globe.....₱ doz. 1.25, ₱ gro. 12.00
Harper.....₱ doz. 1.40, ₱ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@75&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₱ doz...$1.00, 10%
Mouse, Wood, Choker, ₱ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ₱ doz...$12.00
No. 3, Rat, ₱ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ₱ doz., $4.75; case of 75.....4.25
No. 4, Mouse, ₱ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ₱ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ₱ gro., $15.00; No. 2, ₱ gro.....net $15.00
Mouse, No. 8.....net 9.00
Smith & Egge Mfg. Co.: ₱ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....80%
Disston's:
Brick and Pointing.....80%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....80%
Plastering.....25%
Pointing.....80%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mat. Hdl. Jap.....₱ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....35&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....₱ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 80.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 80 " " 67½
Nos. 19 to 80 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 85&10@85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....90&10%
Painted Screen Cloth, good quality, ₱ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....30%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₱ doz. $1.80

Wrenches—

Agricultural.....80&5%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Machinists.....66⅔%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....80&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....80@83⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&10&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 39c
Linseed, City, Boiled, in barrels, ₱ gal. 41c
Out of Town on Spot.....₱ gal. 38c
Calcutta, Raw, in barrels.....₱ gal. 65c
Lard, Prime City.....₱ gal.....61@62c
Lard, Extra, No. 1.....51@52c
Lard, No. 2.....39@40c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $19.00@$21.00
Barytes, American Floated, ₱ ton, $19.00@$20.00
Barytes, Crude.....₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₱ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₱ lb. net 7c
In lots of 500 lbs. and over...₱ lb. 6¼c
White Lead, Eng., in Oil..₱ lb. 8¼@9¼c
Litharge, Kegs.....₱ lb. 6¾@7¼c
Zinc, American, Dry.....₱ lb. 4 5-8@5c

Putty—

In bulk.....1¼@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....56@56¼c
In machine bbls.....56¼@57c

Dry Colors—

	₱ lb	
Blue, Chinese	30	@35 c
Blue, Prussian	28	@34 c
Blue, Ultramarine	5	@30 c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3½@ 7½	c
Umber, Turkey, burnt	2½@ 8½	c
Umber, Turkey, raw	2½@ 6½	c
Green, Chrome, Ordinary	5 @ 7	c
Green, Paris, in kegs	12½@14½	c
Indian Red, American	3 @ 8½	c
Indian Red, English	4½@ 6½	c

Colors in Oil—

Black Lampblack, best	13 @15	
Black Lampblack, common	8 @10	c
Blue, Chinese	35 @40	c
Blue, Prussian	33 @35	c
Blue, Ultramarine	14 @18	c
Sienna, burnt	11 @13	c
Sienna, raw	11 @13	c
Umber, burnt	11 @13	c
Umber, raw	10 @13	c
Brown, Vandyke	10 @13	c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

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Charles Austin Bates, New York.

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John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

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Novelty Mfg. Co., Jackson, Mich.

Animal Pokes.
American Fork and Hoe Co., Cleveland, O.

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Magnolia Metal Co., New York.

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Alfred Field & Co., New York

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Goodell Company, Antrim, N. H.

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Chandler & Farquhar, Boston

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Western Brass Mfg. Works, Chicago, Ill.

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Sargent & Co., New York.

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Russell Jennings Mfg. Co., Deep River, Conn.
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Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
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Chandler & Farquhar, Boston.

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Veorhees Rubber Mfg. Co., Jersey City, N. J.

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Griffin Mfg Co., Erie, Pa.
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Storm Mfg. Co., Newark, N. J.

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Baeder & Adamson Co., Phila. and New York

Emery Wheels.
Pike Mfg Co., Pike Station, N. H.

Envelope and Stamp Lubricators.
Peloube Scale & Mfg. Co., Chicago.

Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N.Y.
Sargent & Co., New York.

Export Agents.
John H Graham & Co., New York.

Fans, Electric, Water Motor, etc.
D. L. Bates & Bro., Dayton, Ohio.
Specialty Mfg. Co, Indianapolis, Ind

Farm Fencing.
New Jersey Wire Cloth Co., Trenton and New York.

Farming Tools.
American Fork and Hoe Co.. Cleveland, O.
Geneva Tool Co , Geneva, O.

Faucets, Metal.
John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Frankfort Iron Fence Works, Frankfort, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
Stewart Iron Works Co., Cincinnati, Ohio

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I

Filters.
Buffalo Mfg. Co. Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co , Flemington, N. J.
Naiad Filter Co., Boston, Mass.

Fire Arms.
Alfred Field & Co., New York.

Hannington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.

Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.

Flint Paper.
Baeder & Adamson Co., Phila. and New York.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Folding Tables.
Udell Works, Indianapolis, Ind.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.

Forgings (Automobile)
Thomson Drop Forge Co., Plantsville, Ct.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.

Forgings (Special)
Thomson Drop Forge Co., Plantsville, Ct.

Frame Pulleys.
Sargent & Co., New York.

Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.

Fruit Presses.
Enterprise Mfg. Co of Pa., Philadelphia.

Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Fuller Bros. & Co., New York.

Garden Hoes.
American Fork and Hoe Co , Cleveland, O
Geneva Tool Co., Geneva, O.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garnet Paper.
Baeder & Adamson Co., Phila. and New York.

Gasoline Arc Lamps.
Standard Gas Lamp Co., Chicago, Ill.

Gasoline Lighting System.
Standard Gas Lamp Co., Chicago Ill.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston Mass.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges.
The H. H. Mayhew Co., Shelburne, Falls, Mass.

Gauges, Butt.
Stanley Rule and Level Co , New York.

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters.
The H. H. Mayhew Co., Shelburne Falls, Mass

Glass Water Cooler .
Appert Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
American Fork and Hoe Co , Cleveland. O.
Geneva Tool Co., Geneva, O.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.
J. Stevens Arms & Tool Co.,

Hack Saws.
E. C. Atkins & Co., Indianapolis and New York.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Hack Saw Blades.
E. C. Atkins & Co., Indianapolis and New York.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros. Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.
J. E. Porter Co., Ottawa, Ill.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland Ohio.

Hangers, Parlor Door.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wi
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.

Harness Dressing.
Frank Miller Co., New York, N. Y
C. L. Hauthaway & Sons, Inc., Boston. Mass.

Harness Oil Blacking.
C L. Hauthaway & Sons, Inc., Boston, Mass.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa
McKinney Mfg. Co., Allegheny, Pa

Hatchets.
Peck Edge Tool Co., Cohoes, N. Y.

Hay Carriers
J. E. Porter Co., Ottawa, Ill.

Hay Carrying Tools.
E. E. Myers & Bro., Ashland, Ohio.
J. E. Porter Co., Ottawa, Ill.

Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
J. E. Porter Co., Ottawa, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Geneva Tool Co., Geneva, O.

Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.

Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co , Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N.Y

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machine
American Shearer Mfg. Co., Nashua, N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Neponset, Boston Mass.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.

Ice Balances.
John Chatillon & Sons, New York.
Peloube Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Specialty Mfg. Co. Indianapolis, Ind.

Ice Creepers.
Edwin S. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W H. Anderson & Sons, Inc., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wm. T. Wood & Co., Arlington Mass.

Incubators.
Reliable Incubator & Brooder Co., Quincy, Ill.

Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Stewart Iron Works Co., Cincinnati, Ohio.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
Stewart Iron Works Co., Cincinnati, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

"Japalac."
Glidden Varnish Co., Cleveland, O.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J
Matt. Redlinger, Freeport, Ill.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Dane Duplicator Co., New York.
The Schapirograph Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Lighting System, Gasoline.
Standard Gas Lamp Co., Chicago, Ill

Liquid Fillers.
E. E. Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machine Knives.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
C. G. Folsom South Bend Ind.

Mallets.
John Sommer's Son, Newark, N. J
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York
Specialty Mfg. Co. Indianapolis, Ind.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Mills, Coffee and Spice.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.
Rockford Tack & Nail Co., Rockford, Ill.

Nail Sets.
John H. Graham & Co., New York
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport. Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport. Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam. Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport Conn.

Pocket Cutlery.
John Chatillon & Sons, New York
Alfred Field & Co., New York.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York.
Whittemore Bros. & Co., Boston, Mass.

Polishes, Paste.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York
Whittemore Bros. & Co., Boston, Mass.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
Rockford Tack & Nail Co. Rockford Ill.

Potato Hooks
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Power Pumps.
The Deming Co., Salem, Ohio.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H. H. Mayhew Co., Shelburne Falls, Mass
The Deming Co., Salem, Ohio.

Punches, Card.
Matt. Redlinger, Freeport, Ill,

Punches, Spring.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva O.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.

Razors.
Alfred Field & Co., New York.
Joseph Rodgers & Sons, New York and Sheffield, England.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razors, Safety.
Kampfe Brothers. New York.
Gem Cutlery Co. New York.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerator Catches.
Western Brass Mfg. Works, Chicago, Ill.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Riflers.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.

Riveting Machines.
F. B. Shuster Co., New Haven, Conn.

Roasters and Bakers.
The Bronson Walton Co., Cleveland, O.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O

Roofing, Asbestos.
Stowell Mfg. Co., Jersey City, N. J

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.

Rope Reels.
Udell Works, Indianapolis, Ind.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J.

Rubberhead Tips.
The Elastic Tip Co., Boston, Mass.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York Philadelphia, Boston and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners.
Champion Safety Lock Co., Geneva, Ohio.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts.
Champion Safety Lock Co., Geneva, Ohio.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co., New Haven, Conn.

Sash Pulleys.
Sargent & Co., New York.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.

Saw Sets.
E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
Chas. Morrill, New York.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screen Door Pulls.
Champion Safety Lock Co., Geneva, O.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
H. H. Mayhew Co., Shelburne Falls, Mass.
Thomson Drop Forge Co., Plainsville, Ct.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New York.
The Ducharmes Co., Shelburne Falls Mass.

Screw Plates.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Screw Tips.
The Elastic Tip Co., Boston, Mass.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

Scythe Rifles.
Pike Mfg Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O.

Oil Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike Station, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H.

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Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Seals.
Schwerdtle Stamp Co., Bridgeport Conn.

Settees, Iron.
Stewart Iron Works Co., Cincinnati, Ohio.

Sewing Machines.
National Sewing Machine Co. Belvidere, Ill.
New Home Sewing Machine Co., Orange, Mass., and New York City.

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike Station, N. H.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
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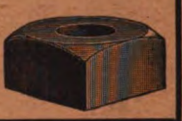






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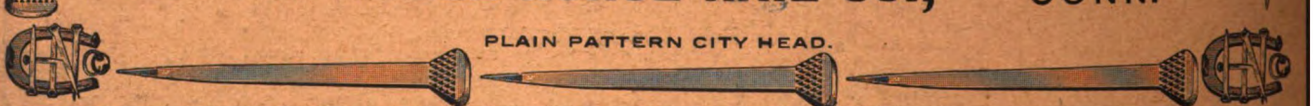
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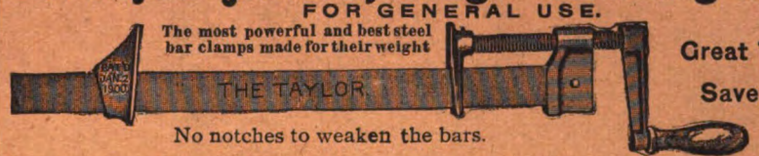
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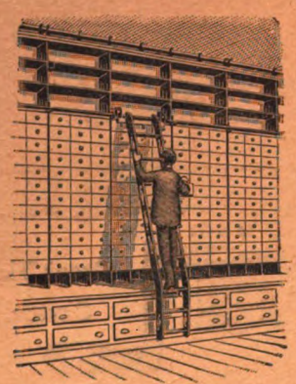
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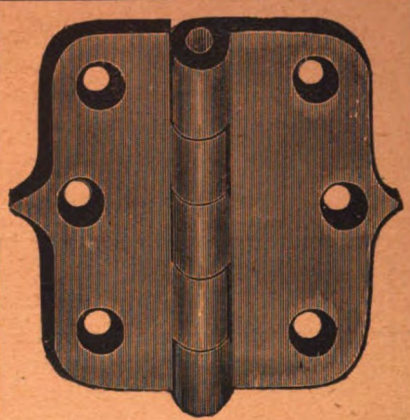
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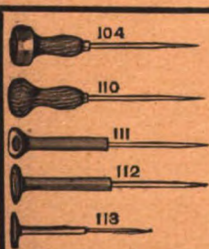


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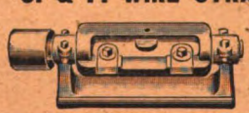
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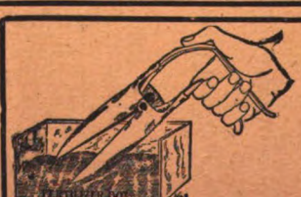
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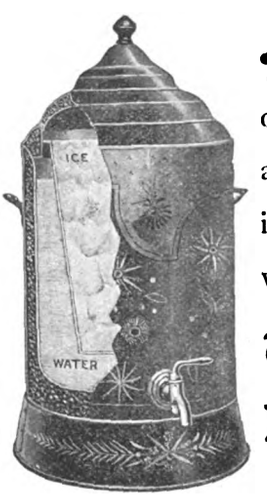
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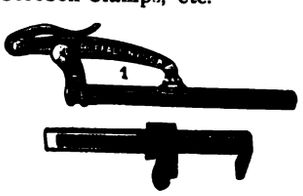
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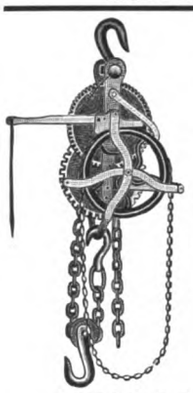
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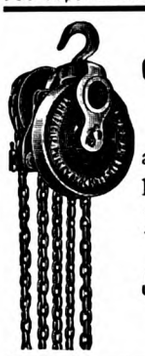
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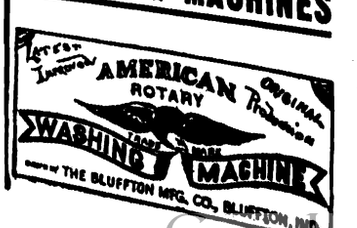
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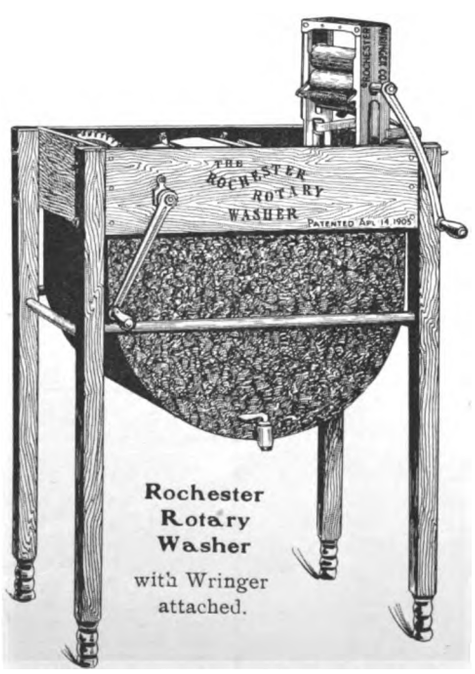
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Rochester Rotary Washer with Wringer attached.

Sold Last Year
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and each one still giving perfect satisfaction!

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revolving within the Washer.

It will hold from 40-60 pieces, tumbling them round and washing them perfectly clean with the least possible labor and wear and tear on the clothes.

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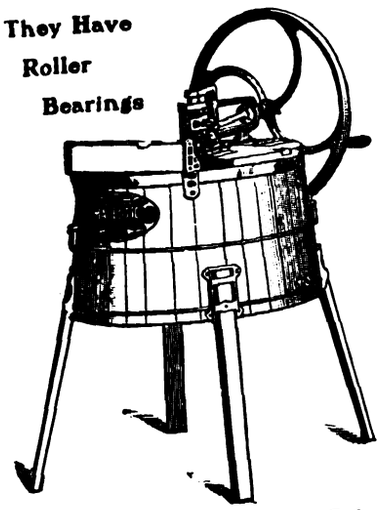
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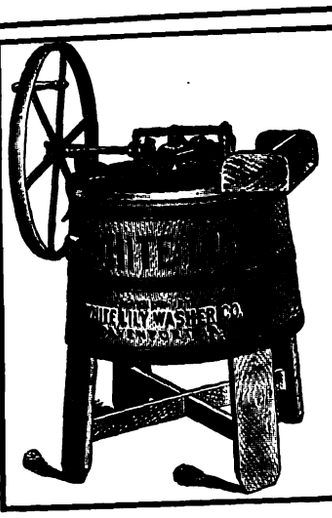
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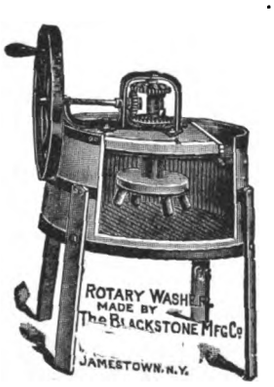
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White Lily Washing Machine
It is the Best Seller on the Market.
HIGH SPEED HANDSOME FINISH
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"White Lily ashers wash lily white."

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Rotary Washer

***The* Blackstone** is built of the very best material. Operation is perfect. Satisfies the user because it washes fabrics, from the coarsest to the finest in less time with less labor than other washers.

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If you are anxious to build up a business in Washing Machines, handle the Blackstone Rotary Washer.

It works both ways, forwards and backwards, and is supplied with our new patent device for fastening legs on with bolts instead of with screws and brackets.

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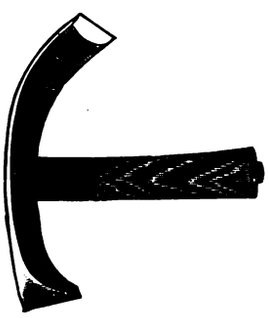


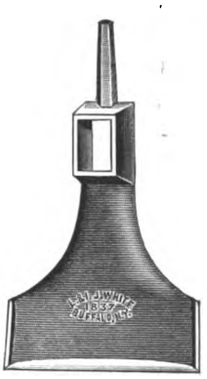
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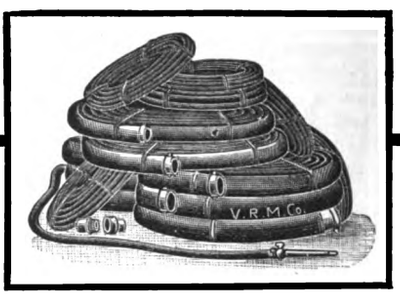


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Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

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We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

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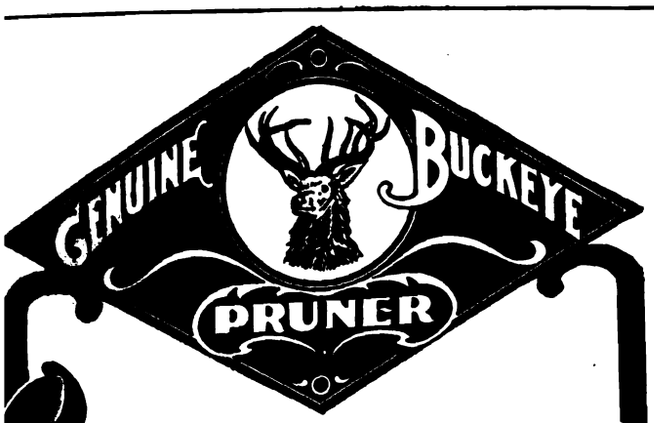
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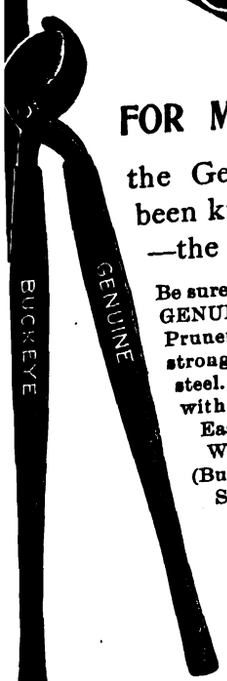
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Easier and better than the other way.

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Size:—25-inch.

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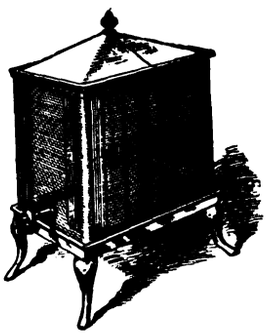
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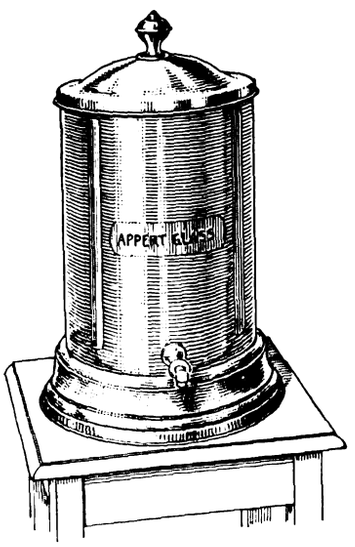
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Pure water — freed from all "disease germs," and other impurities can be obtained by the use of

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They are practically unbreakable. Ice kept separate from water. 3-40 gallon capacity.

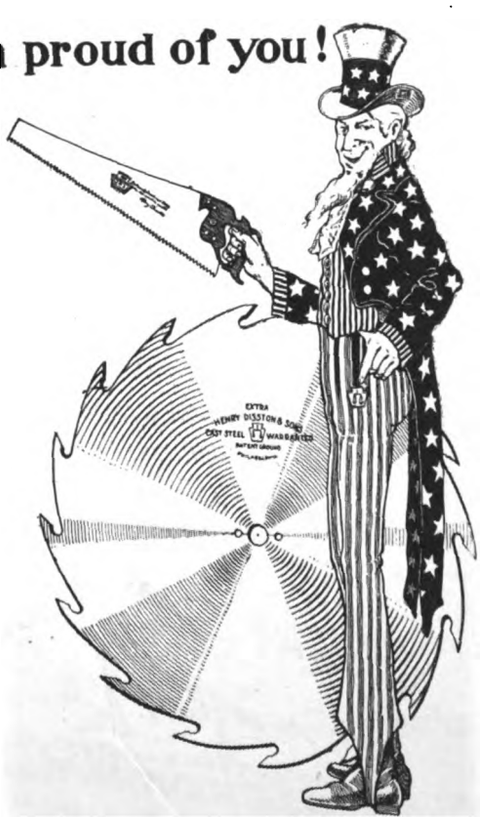
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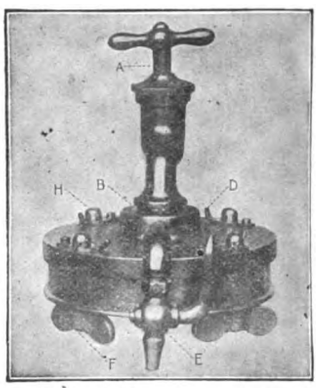
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Permits door to be left open at night for ventilation.
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Easily attached to any faucet. Has automatic cleaning device and means for drawing unfiltered water.

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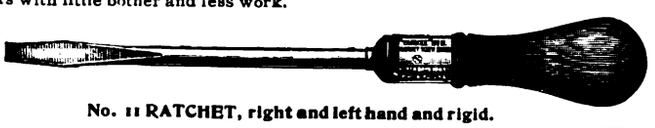




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THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

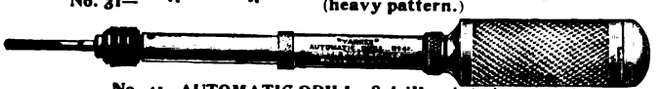
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No. 11 RATCHET, right and left hand and rigid.



No. 30—SPIRAL RATCHET, right and left hand and rigid.
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No. 41—AUTOMATIC DRILL, 8 drill points in magazine.

"YANKEE" TOOLS are the newest, cleverest and quickest selling tools of the kind so far offered to the trade. They are simple in construction, strong, durable, do not get out of order, work smoothly and quickly, wear well. They are accurately made of the best quality of materials, handsomely finished, thoroughly tested and guaranteed as to quality in every particular. Sold by leading jobbers of hardware.

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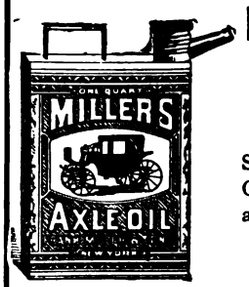
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FRANK MILLER'S
CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





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AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

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The merchant can recommend with confidence.
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Why, then, sell inferio Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

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Has had neither equals nor superiors in the manufacture of

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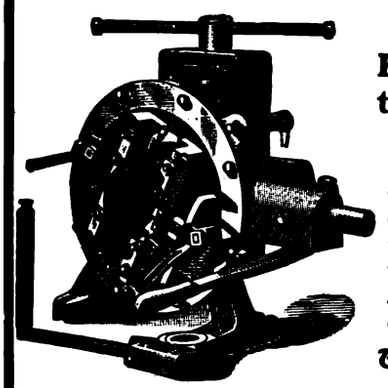
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For hand or power.

Save time and labor, strong and simple in construction. All the driving gears are enclosed in oil chambers, thus keeping them well lubricated and free from chips or dirt. They will cut off and thread pipe from 1 to 4 inches inclusive. The parts are all interchangeable and numbered.

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Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

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¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

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¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

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THE BEST GOODS ARE ALWAYS CHEAPEST IN THE END.

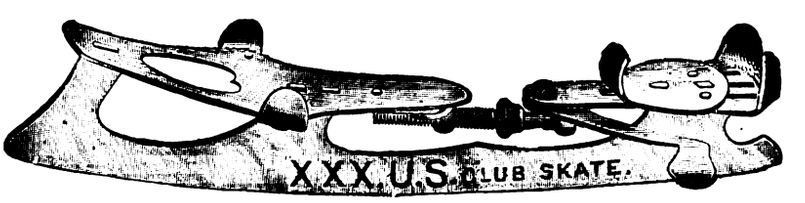
THE SCHWERDTLE STAMP CO.,
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BRIDGEPORT, CONN.

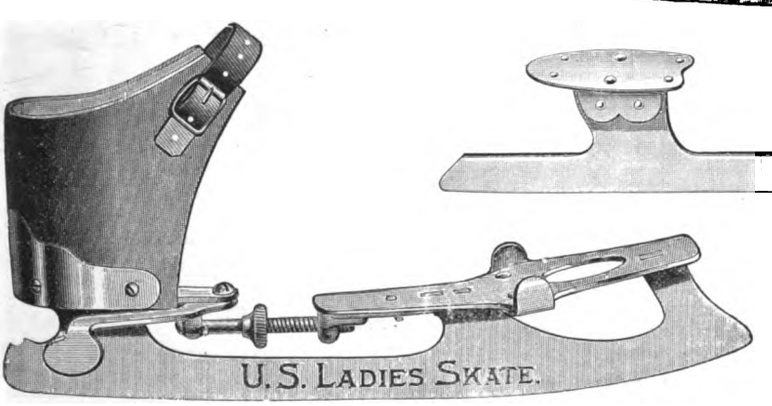
Lowentraut's ICE SKATES

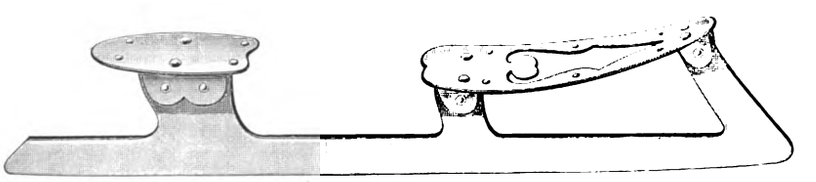
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Copenhagen (Freeport).
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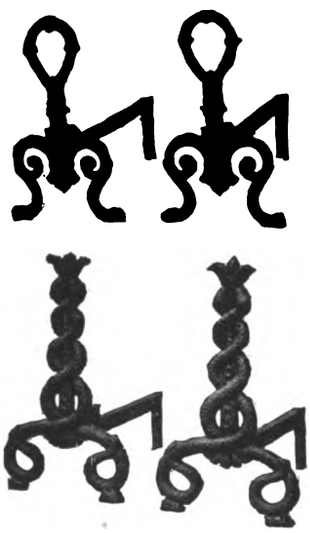
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Unequalled for Durability.



Each set has Wrought Iron Dead Black Finish.

As lively sellers they are unsurpassed. Let's give you further information about them.

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HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

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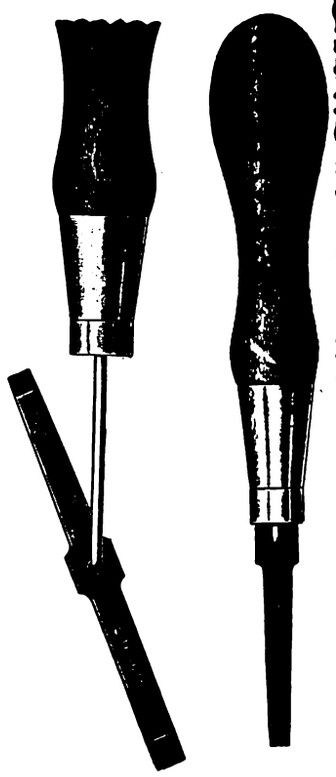
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are constructed under the scrutiny of most successful makers of small tools. That's why



No. 710 Double End Screw Driver

is as strong as any single blade screw driver.

Blade pivoted in centre; either end can be used by pushing the other into a malleable iron socket.

Twisting impossible. No detachable parts.

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THE ROEBLING STANDARD WIRE LATHING,

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STANDS and LASTS;

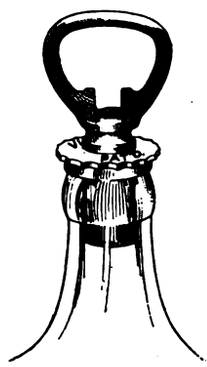
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Bottle Stopper and Opener sells most rapidly because it fits any ordinary bottle; makes it absolutely air tight.

Opens any capped bottle. Two tools in one—both perfect.

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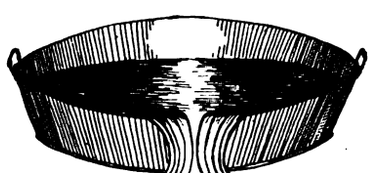
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Now looks like this:

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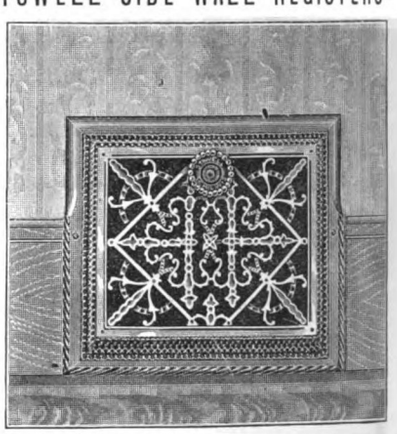
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Handsome Design, Easily Operated, Saves Cutting of Floors and Carpets.

Also Complete Line of
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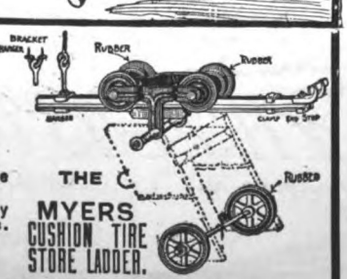


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MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
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Window Screens, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.

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In Profits

Is quickly attained by handling our complete line of the best quality of

Wooden Novelties and House Furnishing Specialties.

Our Atlas Extension Ladder is made of Norway Pine, with Hickory Rungs, securely fastened.

Safety Cross-Bars are of Wrought Iron; Rollers and the Self-Acting Hooks of the Best Malleable Iron.

Made in two sections; 20-44 feet. Length of either section made to order.

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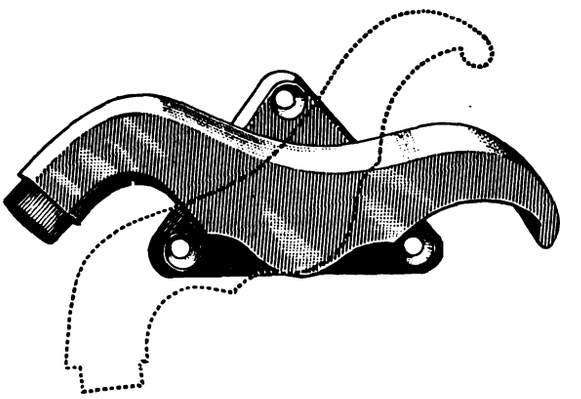
The simplicity of

The Empire Door Holder Improved

is no mere "talking point" for salesmen.

This fact is most apparent as soon as applied to any door.

It gives 50 per cent. greater pressure on the floor than any other make.



Will hold heavy doors on the smoothest floors.

Spring enclosed and durable.

An ornament to any door.

CALDWELL MFG. CO.,
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By CHARLES AUSTIN BATES.

"Charles Austin Bates always wields a vigorous pen, but his latest work "Cheer Up and Seven Other Things," contains eight of the most stirring business talks that have ever appeared over his name.

The titles "Cheer Up," "Making A Front," "Making Good," "Other Peoples Brains," "The Ill Fortunes of Brother Bill," "Things That Can't Be Done," "And All Is Advertising," and "How Shall A Young Man Succeed?" indicate the nature of the book. Rugged, straight-from-the-shoulder common sense is the keynote, yet the vein of humor running through every page makes it wonderfully entertaining.

The head of the firm can read "Cheer Up" with much profit, and every young business man who wants to make his mark will find the book worth many times the price.

"A small volume packed with sharp edged chunks of wisdom. Mr. Bates is an expert writer on advertising and what he does not know about the right way and the wrong way of advertising so as to attract public attention is hardly worth knowing.

"His bright little essays in the volume are all on the subject of advertising or business hints, and business men can hardly fail to profit while being entertained by reading them. Other people will also enjoy the little book for its practical wisdom and the cheerful spirit pervading its pages."—*The Cleveland Plaindealer.*

"In his own way Mr. Bates has the same kind of shrewd humor that made the "Letters From a Self-Made Merchant" so popular, and a good deal of the common sense business morality that marked the equally popular "Letter to Garcia." There are fun and snap in this little book."—*The Outlook,* New York.

There's a Reason

why every Hardwareman in the land should own one of **Daus's "Tip Top" Duplicators.**

¶ With **Daus's "Tip-Top"** you can make from 50-100 pen or typewritten copies from one original bill, circular, invoice or letter. A ten days' trial—no deposit required—will convince you of its merits. Shall we send it?

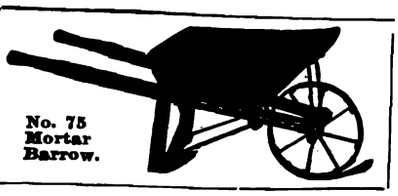


¶ It's simple in construction. Requires neither press, washing nor inking. Thousands used. $5 net buys the complete No. 1. Send for circular. Mention HARDWARE.

FELIX H. DAUS DUPLICATOR CO.
Daus Building, 111 John St., New York, U. S. A.

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SYRACUSE CHILLED PLOW CO., SYRACUSE, N. Y., U. S. A.



No. 75 Mortar Barrow.

Manufacture the Largest Line of

WOOD and STEEL WHEELBARROWS, CONTRACTORS' PLOWS, DRAG AND WHEEL SCRAPERS, HAND CARTS, STORE AND WAREHOUSE TRUCKS, STEEL SKIPS.

BEFORE PLACING YOUR ORDER SEND FOR No. 11 CATALOGUE AND PRICES.

BOARDMAN'S

SPOONS, FORKS ETC.

QUALITY GUARANTEED.

MANUFACTURERS OF

FLAT TABLE WARE

SILVER PLATED, ALSO NICKEL SILVER (Without Plate)

HIGHEST GRADE ONLY.

SEND FOR CATALOGUE and PRICES

LUTHER BOARDMAN & SON, EAST HADDAM, CONN.

ESTABLISHED 1840.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,

85 to 93 Cliff St. & No. 13 Jacob St.,

Established 1835, NEW YORK CITY.

THIS IS THE **"PULLMAN"** TROUSER AND SKIRT HANGER

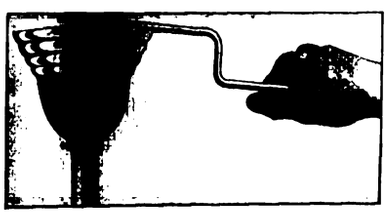


Be Sure You Have Them. Everyone Wants Them.

Two Sizes. Send for Folder No. 25.

Pullman Manufacturing Co., Rochester, N.Y

"For Those Who Want the Best"



DOUBLE FALCON WRENCH

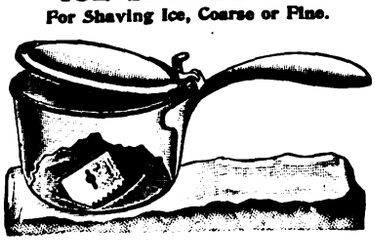
An inch and three-quarter off-set to allow work close to the wall or ceiling. Each one has two jaws, right and left hand. Made on an improved principle over the alligator wrench. Fixed and flaring jaws, the combination of the grasping jaw and serrated face, with the bearing jaw with straight bearing face. Grasps and releases a pipe with ease and certainty, the curved outline of the pipe finding a tangential bearing in all parts of the opening. The curved jaw first engages the pipe, and then the straight jaw slips under the pipe until jammed tightly into the opening between the jaws, the action being entirely automatic. A forging of the finest tool steel, teeth accurately milled, hardened in the best possible manner, polished and finished with cyanide.

APPLIED DEVICE COMPANY, Springfield, Mass.

STANDARD FOR QUALITY "ENTERPRISE"

ICE SHREDDERS

For Shaving Ice, Coarse or Fine.



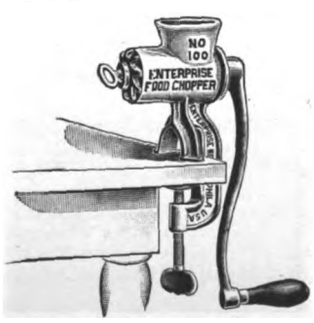
	Per Doz.
No. 33, Tinned, -	$6.00
No. 34, Nickeled, -	15.00

LAWN SPRINKLER



No. 1, - - $3.50

FOOD CHOPPERS



No. 100 - $1.50

No. 300 - 2.25

Rapid Grinding and Pulverizing Mills

45 Sizes and Styles for Hand, Steam and Electric Power.



No. 2, - $3.75

CHERRY STONERS

5 Sizes and Styles, Tinned or Japanned



No. 1, - $7.50 per Doz.

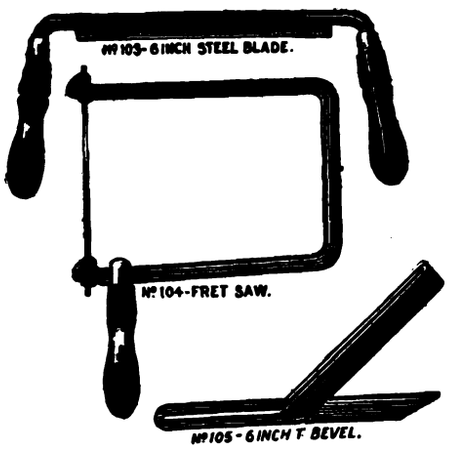
ORDER THROUGH YOUR JOBBER. CATALOGUE MAILED FREE.

THE ENTERPRISE MFG. CO. OF PA., PHILADELPHIA, U. S. A.

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Their Equal Is Unknown

in price and quality. They sell at ten cents each—their quality is better than many sold at a higher price.



They are substantial tools. Handles black enameled; Bevel is nickel-plated. We sell to Jobbers and protect them. Ask us for prices and discounts.

Oozer Mfg. Co.
136 Railroad Avenue, JERSEY CITY, N. J.

The New Putnam Horse Nail

ORDERS TALK

Repeated orders which we are constantly receiving for

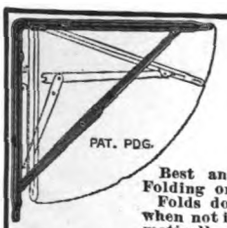
The New Putnam Horse Nail

are better than a barrel of talk and tell a better story of their excellence.

Perfect? It is impossible to crimp or break them; they will not sliver nor cut off; they will hold in the clinch and make work easier.

We have a Special Offer to Hardware dealers; ask us about it.

Putnam Nail Co.
Neponset, Boston, Mass., U. S. A.



GRIFFIN'S FOLDING BRACKET

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
Erie, Pennsylvania.

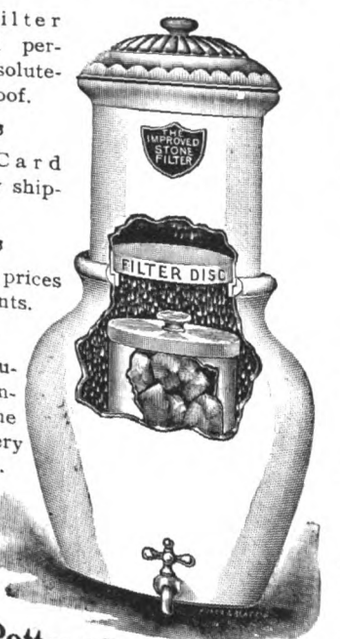
Improved Natural Stone
Germ Proof Water Filters

Every Filter guaranteed perfect and absolutely germ-proof.

Display Card with every shipment.

Send for prices and discounts.

We manufacture Sanitary Stone ware of every description.



Fulper Pottery Co. Flemington, N. J

THE U.S. REMOVABLE STEEL POST SCALE USED EVERYWHERE IN THE HOME, OFFICE & STORE

Are You to Meet Prepared the Demand or the Most Accurate Lasting Scale? If Not Ask Your Jobber or Write Us.

HANSON BROS.,
SCALE MANUFACTURERS,
20 W. RANDOLPH ST., CHICAGO, ILL.

ELEVATORS & DUMB WAITERS

We make a specialty of manufacturing them. Also appliances for same.

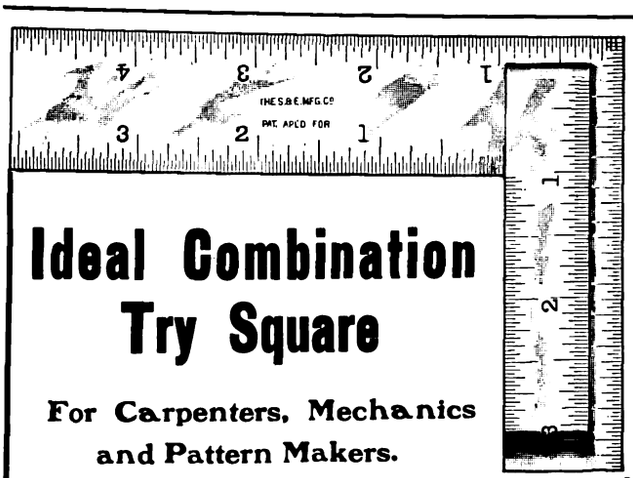
O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.

Carpenters' Drawing Knives. Screw Drivers.

Write for Catalogue:
C. J. KIMBALL CO.,
Bennington, N. H.

Shoe, Butcher and Kitchen Cutlery

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Ideal Combination Try Square

For Carpenters, Mechanics and Pattern Makers.

One of the Most Useful Articles Ever Placed on the Market.

This Square is designed to meet the requirements of those who wish a popular priced accurate tool. It is graduated to 32ds of an inch, on all edges of both sides, and therefore enables one to take measurements in any position the square is placed and permits the user to secure Bevel Cuts, a feature which cannot be accomplished with any other Try Square.

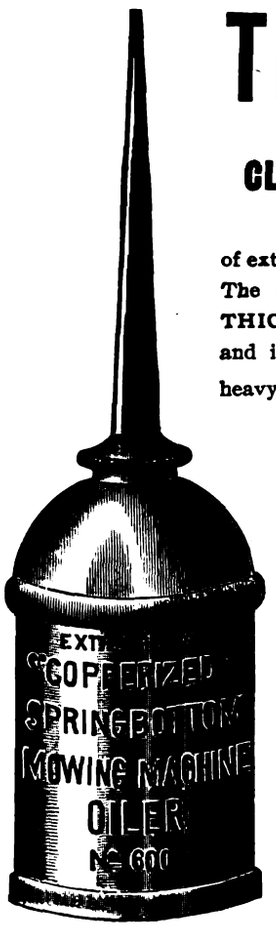
Made in Two Sizes, 4 & 6 in. Blade.

Write us for Prices and full Particulars.

MANUFACTURED BY

THE SMITH & EGGE MFG. CO.

BRIDGEPORT, CONN.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

STARRETT TOOLS



STEEL TAPES

in leather or steel cases.

Our Tapes have some

IMPORTANT IMPROVEMENTS

which users appreciate.

Catalogue No. 17 T tells about them.



THE L. S. STARRETT CO., ATHOL, MASS., U. S. A.



WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

The Mexican Permanent Exposition Co., Mexico City, announces that their representative, E. H. Talbot, will be located until November 30th in the Mexican section, Manufactures Building, St. Louis, where arrangements can be made by American manufacturers for space in the Mexican Exposition, which will be ready about October 1st.

✤

The Rogers Iron Company, Springfield, Ohio, have changed their name to "The William Bayley Co." This change does not in any way affect the management. The capital stock is held exactly as heretofore. William Bayley, the president, has for a term of years been the head of the institution, and during this time he has originated many mechanical contrivances that have improved the product and increased the output, and consequently have reduced the cost of manufacture. William Bayley's sons have grown up with the business, and during later years have taken prominent parts in its management. Many of the men who have to do with design of work, and of the artisans who have to handle the actual execution of the work, have been in their present positions during terms of ten and some of them twenty years.

✤

The O'Neill Elevator Co., 628 Cherry Street, Philadelphia, Pa., manufacturers and erectors of Elevators and Dumb-waiters, have incorporated. John T. O'Neill, the president, has been actively engaged in the elevator business for the past fourteen years. Harry K. Yarnall, the treasurer, has been associated with Mr. O'Neill for many years in the business, and he has a thorough knowledge of manufacturing and erecting elevators. Thos. Madden, the secretary, has been in the Hardware specialty business for a number of years, and is well acquainted with the wants of the trade. The company report a good business with the Hardware merchants.

✤

Consul Alban G. Snyder, Bogota, Colombia, says in a recent report: "This consulate-general has recently received a great many requests for catalogues of various kinds of American goods, such as watches, knives, shoes, rifles, shotguns, revolvers, and all kinds of sporting arms and ammunition, engineering goods, and drawing instruments. I have established a public reading room here, which is open to the public from 2 to 4 o'clock each afternoon except Saturday and Sunday. If American manufacturers and merchants will send me their different catalogues they will be placed on file in this room, and it will be seen that the greatest good possible results therefrom."

✤

NASHVILLE'S HARDWARE BUSINESS.

The Hardware business for the six months just closed, says the Nashville, Tenn., *American*, shows a gratifying increase in volume over the preceding years. The Hardware business of the city for 1903 was almost $4,000,000. The six months just closed showed a gross business of, easily, $2,250,000, and at that rate of increase 1904 will show at least a half million greater business than the year before. While it may not be generally known Nashville is the fourth Hardware center of the United States, the order of the cities whose business exceeds Nashville being St. Louis, Chicago and Louisville. A continued increase like that shown for the first six months of the year will tend towards elevating Nashville to third or possibly second place within a few years.

THE WILKE MFG. CO.

The Wilke Mfg Co., Anderson, Ind., in its Worlds Fair exhibit in the Agriculture Building, Aisle A, Block No. 123, presents a complete and elaborate line of fine glass-lined Refrigerators. In addition is shown a complete Refrigerator automatically chilled with self-contained diminutive refrigerating plant, the refrigerant being anhydrous ammonia, power ¼ horse-power electric motor, and the system direct expansion per coil in brine tank placed within ice bunker. The machine is thoroughly automatic, regulating temperature within provision compartment per thermostatic government of damper in cold air downfall. They also show their Triple Cooler, in which there are three enameled iron tanks, the central one being for ice water, which chills the adjacent tanks, which may be used for cream, milk or other liquid. Another novelty is a line of porcelain Cigar Cases.

M. S. BENEDICT MFG. CO.

We notice on the first page of the June 25th issue of the *East Syracuse News* two photographic reproductions having reference to the continued success of the M. S. Benedict Mfg. Co., of that place. One large group of twenty persons, representing the officers and representatives of this enterprising and progressive company, while the larger group represents every one of the 250 employees, whose smiling countenances give ample evidence of a satisfactory environment and happy conditions of labor, in which they add to the prosperity and reputation of this well known company. The photographs were taken on the occasion of a recent gathering of a number of the officials of the company, including a majority of the travelling representatives who visit the factory at least once a year for the purpose of looking the plant over and selecting a line of samples suitable for the Fall trade. The business done by this concern during the first six months of 1904 at this factory is the greatest in its history. The working force is the largest ever employed and the factory is running twelve hours a day in order to fill the orders which they are receiving from all parts of the United States and Europe. The factory at Ottawa, Ill., employing 125 people, is running on full time and there is a great demand for the line of goods manufactured there. Owing to the increase in the volume of business done at the East Syracuse plant, the company are now erecting a modern building, size 40 by 40, with a brick vault adjoining, size 14 by 14, wholly for office purposes. The part of the factory now used for office purposes will be converted into a stock room as soon as the new offices are completed.

✤

An experimental dairy is to be established by the Spanish Government at Valladolid, Spain. This ought to prove a good opportunity for the introduction of American-made cream separators and other dairy apparatus.

TRADE WINNING METHODS.

E. Curtis McKenney, 314 Central Street Saugus, Mass., shows plenty of "down East gumption" in his advertising methods, samples of several "flyers" have been forwarded to us. He believes in getting such announcements before the prospective buyers as frequently as possible, he having received excellent returns from their distribution. In his opinion it would pay any Hardware man to put out well written flyers that appeal to the consumer. One in his original style is the following:

Why Not Trade in Saugus?

The Hardwareman's
- Flyer No. 1. -

SEASONABLE GOODS.
HEADQUARTERS FOR
Everything for the Lawn and Garden. Our stock of Seed the most Complete in Town,

Our **Onion Seed** will raise more onions, and our **Lettuce Seed** more lettuce, than any seed we know of. **Try Them.**
Sweet Pea Seed, 60 varieties. Fashion's Favorite Flower, 10c oz., 25c ¼lb
Nasturtium Seed, tall or dwarf, 10c oz, 25c ¼lb.
Lawn Seed, 15c qt.

SEED POTATOES.
BOWKER'S FERTILIZER, None Better.
50 lb. Bags $ .95
100 lb. Bags 1.80

Fly time is coming. Are you prepared? **Screen Paint,** 15c, 25c, 40c per can. Wire **Screen Cloth,** 2 1-2c sq. foot.
Poultry Wire to keep your hens and horticulture separate. All sizes.

If It's Paint You Want, We Have It.
GARDEN TOOLS. WHEELBARROWS.
$2.75, Lawn Mowers, $3.00, $5.00, $5.50
Lawn Mowers Cleaned and Sharpened. Oil for Lawn Mowers.

E. CURTIS McKENNEY,
314 Central St., Saugus.
OPEN MONDAY, WEDNESDAY and SATURDAY EVENINGS

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HARDWARE

VOL. XXVIII. JULY 25, 1904. NO. 8.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address. Always give both your old and new address when you ask us to change your address.

The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

HARDWARE PUBLISHING CO.,

309 Broadway New York.

TELEPHONE, 2704 FRANKLIN

CHICAGO OFFICE: 1164 Monadnock Block
Telephone: 2945 Harrison
C. H. GREENE, Representative

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. EUGENE BOLLES, - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The vacation season being at its height, the working forces left at work are able to cope with the labor problem in their respective establishments, and even then business affairs do not paralize all their energies; they could stand a greater degree of activity.

Every preparation is being made for a good average Fall Trade in which a continuance of prosperous conditions are assured but the programme regarding the wants of the season's business is laid out on conservative estimates. Perhaps it is just as well no evidence exists at present of any fluctuations in the market prices of leading staples that would inspire a buyer with any speculative anticipations. Productions of many of the lines that are subject to a possible recession in prices and in which raw material at lowest prices for the season, has been used, have been so restricted in the output in a way that a scarcity may be anticipated, the market remaining firm.

Stocks in dealers' hands, either the jobbers or the retailers, on a great many of the strictly Hardware lines, are far from being in overstocked condition. The lateness of the opening of the Spring business prevented a number of supplementary orders going forward, some portions of which under present conditions might have shown up in the annual inventory. As it is those lines are in small volume, and the stocks on hand are in favorable condition to stimulate good orders when the time comes to make them up for the Season's requirements

The business among the Manufacturers has been held so well in hand, there was little urging of large orders late in the Spring, under the customary pretext of a promised advance at a later date, that would affect prices for Fall trade. Inability, from a state of limited production, to ship promptly in all lines, kept the manufacturers "off the road," and business was permitted to pursue its usual and more regular channel of progression; all of which seems to have had an influence, and stocks today are in a remarkably good state.

Notwithstanding sundry localities where strikes prevail to a large extent in other and non-analogous departments of labor, the Building trades promise in the general outlook, an encouraging season, in which promoted projects will be pushed to their fulfilment. Many operations that were laid aside on account of trade union dissensions are now being reconsidered and if smooth sailing is predicted for the immediate future, the Fall and Winter will give abundant evidence of a restoration of confidence in this important line.

The crops, however, in a year when the election turmoil is apt to prevent too close a concentration on commercial projects, are the main reliance of our political economy. It is fully believed, no matter what wild rumors may occasionally prevail for stock jobbing purposes, that with the expanded territory that has been prepared and planted we shall have, with every drawback or handicap fully discounted, a crop well above the average for a gross value and one of promise to the agriculturalist, who is usually willing to spend his money for improvements, especially when he does not have to borrow it.

Its all right for the Hardwareman and his clerks to take an interest in political affairs, but it must be remembered that talking politics won't sell goods.

A great deal of talk has been heard recently to the effect that the past fiscal year has been a bad one for railroads. The annual report of the Interstate Commerce Commission talks in a different vein. It says that during the past year the track mileage has increased 5505 miles, a larger gain than in any year since 1890. The number of persons on the payrolls was 123,222 greater than during the preceding year, the whole number employed being 1,312,537 The roads carried during the year 45,013,030 more passengers than during 1902

DON'T TALK POORHOUSE.

Is business dull? Then the first thing to do is to eliminate that graveyard sigh and the almshouse line of talk. No sane man would ever think of telling all his neighbors that his wife had cold feet or that his mother-in-law was in the habit of reading curtain lectures to him. Why is it then that so many business men, just as soon as trade drops off a little, put on a long face and go about telling how business is going to the bow-wows and that its "me to the poorhouse" in a few short moons. People in general dislike to disappoint a sad man and if you persist in telling folks that you have embarked for that institution of charity no one will be unkind enough to pull you off the train.

Suppose trade is dull; be thankful that it is not worse. Then wipe your spectacles and go hunting around for some method of injecting a little life into things, and do it with a smile. If you must look sour once in a while, go down cellar behind the nail kegs and have it out with yourself; then come up with a smile that don't come off until you feel compelled to retire and have another round.

A recent magazine writer tells of an old man who lay on his back for fifteen years, yet no one ever saw him when he wasn't bubbling over with gratitude. He thanked the Lord for his former health and strength; for his fortunes and that his misfortunes were not greater; for the sunshine of the hottest day and the rain of the most protracted storm; for the pain that chastened his spirit; and when he was dying he thanked the Lord that it was during a spell of good weather, so that they would have a pleasant day for the funeral.

Look pleasant, be thankful and hustle.

B.

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DEATH OF WILLIAM W. JENNINGS.

William W. Jennings, vice-president of the Russell Jennings Mfg. Company, of Deep River, Conn., died at Deep River, Tuesday, July 5, aged 67 years. He was born in Easton, Conn., September 9, 1836. At the request of his uncle, Rev. Russell Jennings, inventor of the Jennings Bit, he went to Deep River to assist in the management of the business, the Russell Jennings Company being formed in that year, William W. Jennings becoming its assistant treasurer. He afterward became a more important factor in the management, and was its vice-president for a number of years He was a veteran of the Civil War and served in the General Assembly of Connecticut for several terms.

THIS LOOKS LIKE PROSPERITY.

The foreign commerce of the United States in the fiscal year 1904 is the largest in its history; the exports of manufactures are larger than in any preceding year, and the exports of domestic products exceed those of any other country.

This is the substance, in a single sentence, of the record of the year's commerce just announced by the Department of Commerce and Labor through its Bureau of Statistics. It shows, taking up the figures in detail, that the total exports during the year ending June 30, 1904, are $1,460,829,539, against $1,420,141,679 in the fiscal year 1903, an increase of $40,687,860; that the imports for the year are $900,745,084, against $1,025,719,237 in 1903, a decrease of $34,974,153; and that the excess of exports over imports is $470,084,455, against $394,422,442 in 1903, an increase of $75,662,013 in the excess of exports over imports.

Comparing the figures of 1904 with those of earlier years, it may be said that the total exports are larger than in any preceding year except 1901, that the imports are greater than in any preceding year except 1903; and that the total commerce—the imports and exports combined—in 1904 is greater than that of any preceding year. The total commerce of the year amounts to $2,451,574,623, against $2,445,860,916 in 1903, and $2,310,937,156 in 1901, the years in which imports and exports, respectively, made higher records than those of 1904. Thus, while neither imports nor exports for 1904 reach the high record of a single earlier year the total of imports and exports combined in 1904 exceeds the total commerce of any earlier year.

In manufactures the exports of the year will make their highest record. While the figures of manufactures exported for the full fiscal year 1904 have not yet been completed by the Bureau of Statistics, the fact that the eleven months' figures already completed exceed by 17 million dollars those of the corresponding period of the record year, 1900, makes it apparent that the total exports of manufactures in 1904 will be greater than those of any preceding year.

It is also apparent that the exports of domestic products from the United States in the fiscal year just ended will exceed those of any other country. The United Kingdom is, next to the United States, the world's largest exporter of domestic products, and until within recent years surpassed the United States in its total. During recent years, however, the United States has rapidly gained upon and finally overtaken the United Kingdom in the race for supremacy as an exporter of domestic products.

The first year in which the exports of domestic products from the United States exceeded those from the United Kingdom was 1898, the excess in our favor in that year being about 98 million dollars. In 1899 the pendulum swung the other way, the exports from the United Kingdom exceeding those from the United States by about 35 million dollars.

In 1900 those from the United States exceeded those from the United Kingdom by about 35 million dollars. In the year ending June 30, 1902, those of the United States exceeded those of the United Kingdom by about 8 million dollars. In the fiscal year 1903 the United Kingdom was again at the front, her total of domestic exports exceeding that of the United States by 22 million dollars. In the fiscal year 1904 the United States will apparently be again in the lead, since figures of eleven months already in hand show for that period an excess of 38 million dollars in favor of the United States.

✤

The value of artificial and chemical fertilizers annually used in Italy is estimated at 8,250,000 among which mineral superphosphate, Thomas slag, Chile saltpeter, and ammonia sulphate are the principal items.

✤

The commercial agent of Canada, representing the Dominion's trading interests in Australia, reports that the towns and settlements of Tasmania, Victoria, and South and West Australia are rapidly introducing calcium-carbide lighting plants and implements.

THE IRONMONGERY OF THE DARK CONTINENT.

Peculiar Goods on Exhibition at Peabody Academy.

A Hardwareman would find better business in Africa than would a clothing dealer; or, at least, this was the impression of the writer as he looked over the exhibit of African Hardware in the Peabody Academy of Science, in Salem, Mass. In Africa, spears and knives are huge in size and of heavy metal. But a king's robe of state consists of a curious carved metal collar, while the costume of a girl is so scant that even a statuesque poser on the glistening sands of the modern Atlantic Summer resort would rush into the concealment of old ocean did she wear it as a bathing suit.

Perchance the African savage might welcome the Hardware drummer as a friend, for he is a connoisseur in certain forms of Hardware to be described later, and he might find a warm spot in his heart for the goods of the Hardwareman. But, he might also welcome the clothing dealer, having for him a warm spot in his stomach.

African metal goods have a character of their own. Spears and knives are the chief products of the African smiths, and making them by crude hand processes, the smiths found time to practice the advice now given by the seer of the Roycrofters, and combined art with their handicraft. The African savages don't know how to make steel, but they produce a peculiarly tough and hard iron, considering their utensils. The flames of an African forge are forced by air from a leathern bag driven through an animal's horn, a crude form of bellows.

Although native art is displayed in some of the African implements, yet they are undoubtedly intended more for use than for ornament. For instance, the Peabody Academy of Science collection contains many curiously wrought spears, some broad and flat, some triangular, some flanged, and some of no particular shape. But they all look wicked, and sure to kill.

A glance over the African knives in the Academy's collection takes from the civilized man the dread of the modern surgeon, with a fine kit of bright, sharp steel tools and proclivities towards diagnosing the stomach ache as appendicitis. The African had no fear of the surgeon. A medicine man's rattle, snugly reposing in the corner of the Academy case, shows the savages patent medicine against the devils of disease.

But the African knives beat the world in one feature, that of eccentricity. If any Yankee cutler attempted to reproduce any of the stylish African patterns, he would undoubtedly be shipped off to Mr. Keeley's remodelling factory, or the brain repair shops. One African blade, a simple pattern, looks like a woodcut of a half moon in the Old Farmers' Almanack. Another richer pattern looks like an inverted Kansas corn stalk. It has a main blade, from which spring out on either side at oblique angles two auxiliary blades. All three blades are grotesquely twisted, and their use, or advantage, is a mystery to the civilized mind. This knife, which is about three feet long, came from the Oueille River region.

Another blade isn't so fascinating because it bears the card, "A beheading knife from the BaNagla tribe." The main blade of this knife is in three eccentric curves, and a smaller blade projects from its centre.

Some queerly shaped knives from the Armini tribe cause wonder as to their use until one reads that this is a tribe of cannibals. Very probably the knives were used for fancy carving. An iron spoon, resembling an American small coal shovel both in size and shape, might have been used for missionary soup. A number of wooden spoons, all as big as ladles, indicate that their former owners might have been huge eaters. Sacrificial knives are other cutlery of these African savages, and they are quite as strange looking as the weapons previously described.

Some African hatchet maker employed nature in the manufacture of a strange looking hatchet exhibited in the museum case; a small branch of a tree, and its hardwood knot served for the handle and hammer of the hatchet, while a chisel-like blade, driven into the knot, and sharpened, made a cutting edge. An African axe resembles the cleaver of an American butcher.

Locks, bolts and bars, agricultural, factory, house building and house keeping implements are unknown to these men of the woods. Hence the display at the Peabody Academy of Science of African Hardware is limited almost entirely to weapons of war. A few musical instruments are shown, but most of them are of wood, or animals' horns.

An inspection of the exhibition excites wonder at the simple ways of these picturesque savages, and also stimulates a healthy appreciation of the advanced stages of enterprise and enjoyment of the products of the Hardware trade of this country.

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Assignment of Debt—Creditor Not Prevented from Bringing an Action for the Balance.

QUESTION: I owe a man $150, for which I gave him my note payable in three months. On the day the note was due I could not pay the entire amount, but told him I would give him $75 in full settlement of the debt. He accepted the $75 and gave a receipt. The next day he sent me a bill for the remaining $75, and threatens to sue me for this amount. Did not his accepting the $75 in *full payment of the claim* prevent his recovering anything more from me? There was no dispute as to the amount of the original debt.

REPLY: On the facts stated you are clearly liable for the remaining $75. In cases of this kind the law draws a clearly defined distinction. In your case you say there was no dispute as to the amount of the original debt for which you had given your note. You were therefore legally bound to pay $150 on the day the note was due. If the creditor promised to accept $75 in full payment of the claim there was no consideration for his promise, since in paying him the $75 you were only doing what you were already legally bound to do. The mere doing of a part of that which a person is under a previous legal duty to perform, is not a consideration for an agreement to release him from the balance of his legal obligation.

Had there been a dispute as to the amount due, as for example, might be the case when services were rendered or work done, in regard to the value of which the parties honestly differed, then a payment of a certain sum and the acceptance thereof in full payment of the debt would estop the creditor from bringing an action for the balance. Where there is a bona fide disagreement in regard to the extent of the debtors liability, the law favors the adjustment of the controversy without judicial intervention, and will not permit the creditor to accept and retain money which has been tendered by way of compromise, and then successfully litigate with his debtor for the recovery of a greater sum. But this rule has no application where the amount of the debtor's liability is not in good faith disputed, but the payment is less than the sum admitted to be due.

Where Judgments Hold.

QUESTION: A man in Chicago owes me $1,000, which he refuses to pay me. I live in New York State and consequently have not been able to see my debtor personally? I have heard, however, that he is coming to New York to live. I understand that he has considerable property in Chicago, but I do not think that he has any here. Can I reach his property in Chicago?

REPLY: If you sue your debtor in New York State and obtain a judgment against him you can only reach the property of your debtor which is situated in the county where your judgment is docketed or where a transcript of it has been filed. However, the judgments of the courts of record of one State are given full faith and credit by the courts of other States and you could therefore sue in Chicgo all your judgments obtained here, and in this way you could reach your debtor's property if you knew its whereabouts. If your debtors were within the State you could obtain jurisdiction over his person, but not over his property unless the property were within the State.

Validity of Prior Will.

QUESTION: In 1885 my brother made a will by which he left me considerable property. Lately he married and shortly after this he made another will by which he revoked the will made in 1885 and disposed of his property in a somewhat different manner. A year go his wife died and he took the will he had last made and destroyed it. My brother has recently died, and the only will found is the one made in 1885. Does this will stand or not?

REPLY: Whether the will made in 1885 is valid depends upon certain facts which are not before us. If a will is made revoking a will already in existence and is then destroyed, the former will is not thereby revived unless it appears by the terms of such revocation that it was the intention of the testator to revive his first will, or unless after such destruction or cancellation of the second will the testator duly republishes his first or prior will. If, therefore, this intent cannot be shown or it cannot be shown that the prior will was re-executed, your brother died intestate, and his property would be distributed according to the statutes of descent and distribution. We would strongly advise you to consult a lawyer personally and to lay all the facts before him.

An Agent's Responsibility.

QUESTION: Some time ago I consigned a quantity of goods to the care of my agent preparatory to his filling several large orders. I heard, a few days ago, that all the goods had been destroyed by fire while in my agents charge. Can I hold him responsible for the loss?

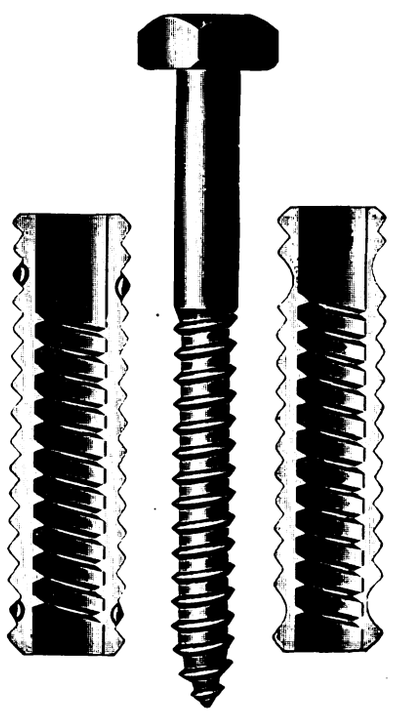
REPLY: We are of the opinion that you cannot hold your agent responsible for the destruction of goods by fire unless you had a distinct agreement with him to the effect that he would be responsible for the goods in this way. If, however, you could show that your agent was negligent and careless in the way in which he cared for the goods, and that the fire occurred as the direct result of such carelessness, you would have a cause of action against him to recover the damages which you sustained by reason of the loss of such goods.

Employer's Liability—Defective Appliances.

The Supreme Court of Minnesota held, in the recent case of Anderson, Administrator, vs. Fielding et al., that a negligent act will not be excused by the fact that it is customary; that proof of custom is evidence but not conclusive as to whether the act is negligent, and that this rule applies to the act of the master in selecting and furnishing tools and appliances for the use of his servant. In the case before the court it was held that a servant was not chargeabe with the assumption of the risk or with contributory negligence as a matter of law by continuing to use for a reasonable time a machine or appliance which he knew to be unsafe, where he had complained of it to the master and the master had promised to remedy the defect, unless the appreciated danger of using it was so imminent that a man of ordinary prudence would refuse longer to use it unless it was made safe; that what was a resonable time in such a case was a question of fact, and that the questions whether the defendants were negligent in furnishing the plaintiff unsafe appliances for his use in doing the work assigned to him, and whether he was guilty of contributory negligence in using them, were made by the evidence in the case questions of fact for the jury. The court further held that expert testimony was admissible as to whether a block and hook constituting a part of a painter's apparatus for supporting himself on high structures was reasonably safe.

DIAMOND EXPANSION SHIELDS IMPROVED.

With the recent adoption by manufacturers of G. P. lag screws, of standard threads to fit the Diamond Expansion Shield, there has also been made an important improvement in the shield itself. The threads in the shield are now omitted for a space of about three-quarters of an inch, thus allowing the unthreaded portion of any standard make of lag screw to enter the shield. In



DIAMOND EXPANSION SHIELDS IMPROVED.

the past it has been necessary to use special lag screws threaded the full length of the shield. The United States Government Engineer Corps sometime ago adopted a Standard Bronze Diamond Expansion Bolt and have recently placed several large orders with the manufacturers through local dealers, for use in connection with electric wiring on Government fortifications. The Diamond Expansion Shield illustrated herewith is manufactured by the Diamond Expansion Bolt Co., of 9 Murray Street, New York.

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Owing to great losses of cattle by the rinderpest in Egypt, the large plantations and farmers there are about to introduce steam plows and automobile machines for the cultivation of grain and cotton.

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RECENT TRADE PUBLICATIONS.

THE PENINSULAR STOVE COMPANY, 162-4 West Van Buren Street, Chicago, Ill., are the authors of an extremely high-grade pamphlet catalogue which has an attractive cover bearing the picture of a full fledged porcupine over which is printed in red letters "Points That Will Stick." Inside they illustrate and describe their "Granite Peninsular," "Household Peninsular," "National Peninsular" and their "Crown Peninsular." They call especial attention to the superb quality of their nickel work. They claim that for brilliancy and long lasting qualities it is absolutely unrivaled, which they state is the result of a secret process known only to themselves. Their nickeling department, they claim, is larger and more complete than that of any other stove manufacturer in the world, their vats having a capacity of over 7,000 gallons of nickeling solution, which in part enables them to obtain such satisfactory results. They claim for their Peninsular Ranges a combination of finish, symmetry and strength, which they justly deserve. They invite inspection of their salesroom and warehouse at the address given above. They carry a complete stock on hand at all times.

THE RADIUM STOVE COMPANY, 310 Dublin Avenue, Columbus, Ohio, have recently placed in the hands of their patrons a 1904-'05 catalogue of attractive appearance devoted to their Radium Base Heating Gas Stoves which they state are the only ones of their kind on the market up to the present time. They are a radical departure in style from the old shapes of gas heaters variously known as "Triples," "Processes," "Actions," "Ruples," etc., also they claim the most powerful gas heater ever produced. It heats the floor first, just where heat is wanted. Radiator stoves, they argue, heat the ceiling first, just where you do not want the heat. The Radium is built on the same principles as a hard coal base burner, and has a large radiating surface in addition to the circulation, is gas and air tight, unique in style, beautiful in design, has fine castings and mountings, and they state, the catchy details of construction make it a trade winner. Their catalogue is of pamphlet form, is finely gotten up, giving a very good illustration of a gas fuel stove, also a sectional view of the same, with general description, dimensions, prices, etc. The book may be had upon application.

THE UNITED STATES STEEL LOCK COMPANY, Lyons, Iowa, have just sent us a copy of their new catalogue No. 5 and Price List No. 12. Their catalogue is a bound book of 216 pages finely printed on coated paper, and would add materially to any Hardwareman's business library. It is devoted to locks, knobs, escutcheons, store door handles, push and pull plates, sliding door latches, etc., etc., each one finely illustrated and minutely described. In the back of the catalogue sixteen pages are devoted to a ist of sets showing combination of detail as regularly packed. Other combinations can be made by specifying full detail on order. An extended numerical index is given of all goods in this catalogue giving description of detail comprising sets. Their price list No. 12, which accompanies this catalogue, is one which shows the expenditure of much time and labor in compiling, and will be found indispensable for use in connection with catalogue No. 5.

JAMES P. DUNN, Cleveland, Ohio, manufacturer of Bailey's Steel and Iron Portable Hoists, has issued a pamphlet exploiting the merits of the same, and giving eight pages of testimonials, which leave no doubt as to the excellent qualities of Bailey's Hoists. These are made in four sizes, two, four, six and ten-ton. One man can raise full capacity of each hoist and hold load at any point. In lowering, the load lowers itself and can be lowered at any desired speed. The hoist chain is separate from the hoist so that in putting the hoist in position the chain can be put on afterwards. A Bottom Block is sent with every hoist so that double purchase can be used when full capacity of hoist is required. In construction the machine is very simple and can be operated by any one without any previous experience. The company state that, adding cheapness to all its other qualifications, its price is less than that of other hoists of equal power. The pamphlet gives explicit directions for ordering and will be found a help for those interested in hoists.

AMERICAN STEEL & WIRE COMPANY, Chicago, New York, Worcester, Denver and San Francisco, under date of April, 1904, distributed a catalogue exploiting their product in the line of Wire Rope and Fittings. It is an extremely neat catalogue of the highest grade. It includes in the contents hoisting ropes of every description for elevators, mines, etc., towing hawsers, mooring lines, tiller rope and ships' rigging; power transmission rope; street railway, mine haulage and surface haulage cables; dredge and logging ropes, suspension bridge cables, guy strands, sash cord and clothes lines, and flat rope for hoisting purposes, etc. Also they make special rope of any description to order. All of these ropes are made of iron, crucible cast steel, plow steel or galvanized iron or steel according to requirements. They also furnish copper cables and strand for all electrical purposes, and fittings and appliances for use in connection with rope. The above book is a source of exhaustive information on the subject of Wire Rope, how to order, etc.

THE MELROSE SILVER COMPANY, 255-259 High Street, Hartford, Conn., have recently sent out a new catalogue of their Electro Silver Plated Table Ware. The book is finely gotten up and is doubly valuable, being printed in both English and Spanish. They use in the manufacture of their spoons, forks and serving pieces 18 per cent. nickel silver. This metal is white clear through, even when the plating wears off after years of service, there are no black spots nor rust and when well finished is almost as bright and pure as silver. Their claim is that there is none better in well balanced patterns, in quality and finish, their system in the factory, their long experience in this line of work, material and labor, all insuring the customer purchasing the "Melrose" table ware that he is getting honest value. They state they do not turn out cheap work of any kind, but their prices are as low or lower than other firms making the same class of Plated Table Wares. They make a specialty of attractive combinations and put them up in neat cases, that are both useful and beautiful. The above catalogue will be mailed upon application.

JOSEPH DIXON CRUCIBLE COMPANY, Jersey City, N. J., have issued another of their attractive little envelope size booklets; this time on "Slipping Belts," with some observations on leather belting, the causes of its slipping and the conditions which justify the use of a belt dressing, with especial reference to Dixon's Traction Belt Dressing and Leather Preservative. They give on the last page of their booklet the following directions for applying their dressing: "Thoroughly clean your belts with a stiff brush or wooden scraper of all accumulations of dirt and grease. If the dressing is cold and thick, warm it until it is thin; then apply it lightly and evenly with a brush or swab. The cleaner the belts the better the results. Use only a little at a time. One pound of dressing should put in order eighty-one square feet of leather belting." The dressing is sold in 10, 25, 50 and 100 pound pails and in barrels of 375 pounds.

THE LUFKIN RULE COMPANY, Saginaw Mich., have just sent us a copy of their latest catalogue No. 7, accompanied by a fac simile in half size, which is intended for universal distribution. The books are in pamphlet form and contain 64 pages. The covers are a soft gray rough finish, with artistic black lettering, and are devoted to exploiting the tapes and rules which they manufacture. They state regarding their "Reliable" steel measuring tape that the main feature is the new winding attachment by which all the objections against every other flush handle which depends upon a strong finger nail as an agent for opening, are overcome. This arrangement presents a perfectly flush appearance when closed, and the handle is opened by simply pressing a pin on opposite side of case. This pin pushes against the winding knob or handle when closed, and thus lifts cover or handle. Extraordinary care is exercised in preparing and graduating their tapes, and they state none but the finest grade of steel is used. They state they will furnish steel tapes nickel-plated when desired, but they do not recommend it; also all tapes will be furnished with the metric measurements when desired. Send for a copy of the above catalogue.

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NEW GOODS AND SPECIALTIES.

A RECENT IMPROVEMENT.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., have recently improved their No. 17 Favorite Rifle by the addition of



STEVENS' IMPROVED SIGHTS.

special sights illustrations of which we give herewith. From July 1st they are furnishing this Rifle with Rocky Mountain Front and Stevens Folding Leaf rear sights, without making any change in the list or cost price of the rifle.

SCHILL BROTHERS, STEEL RANGES, ETC.

The Schill Brothers Company, Crestline, Ohio, are manufacturing a line of Steel Ranges, Steel Cooks and Heaters that have proved popular and quick selling in every locality where they have obtained a foothold. The illustration below shows "The Schill Oak," for wood and coal, which is made in five sizes, from 12 to 20 inch, and proves to be one of the most taking styles in their line of "The Schill Oaks."



"SCHILL OAK" PARLOR HEATER.

The Schill Oaks are made in five sizes regular, and five distinct styles. On one page of catalogue they show same with base, which style is made in four sizes as shown and can be furnished with plain or nickeled base, as may be desired. Other pages show regular Oak, style of illustration with and without hot blast, and also with double section made in two sizes and with prismatic or triangular rolling grate, made in three sizes, thus presenting a complete line. All Oaks have self-locking door latches, and have screw drafts, enabling one to close all doors and drafts air tight, thus making it the most perfect air-tight construction on the market, and as a fire keeper it has no superior. All Oaks are mounted with No. 16 gauge, patent levered, cold rolled polished sheets.

The line of Schill Brothers Steel Ranges take up a number of pages in their catalogue, showing up to excellent advantage, and containing special and novel features not found in other lines.

The Grate is the regular duplex style, but differs from others in the manner in which it is supported in fire box, grate bars being supported by cross bars at each end, and the grate frame has been dispensed with, insuring longer life to liners, besides no grate frame to burn out, a thing so common in other stoves and ranges.

The reservoir casing is cast iron, the front of which is covered with sheet steel, thus giving it the appearance of a steel front, besides saving labor in blacking. Right end of casing is handsomely ornamented, and bottom of casing has drip cup to take up and absorb all drippings from reservoir, and not allow same to run into bottom of range.

The oven in the Schill Range differs from all others, inasmuch as it is a complete oven, having an end riveted in same, and the body of the range does not form the rear end of the oven. It has two cast iron braces riveted diagonally across bottom to prevent bottom from buckling or warping and is made of 14 gauge cold rolled sheets. Oven is not riveted to body of range, but is put in with stove bolts, and can easily be removed and replaced if necessary by the use of a screw driver. It has balance oven door fitted carefully to cast frame and not to steel body, and is ventilated.



SCHILL STEEL RANGE.



"NEW IDEA."

The body is made of one sheet of 18 gauge cold rolled sheets and is asbestos lined. The top is fastened to body of range by means of malleable lugs securely riveted to body and not bolted through sheet flange. Smoke flue has cast shoe at bottom, has extra bottom riveted in same in addition to flue bottom to prevent scorching floor. Damper can be removed and replaced by removing two stove bolts and without disturbing any parts of range. It has front or pouch feed with draft door below same, which can be opened to light fire. Can furnish same either with or without base; or with copper or enameled reservoir; in the absence of instructions we ship enameled. Also made with extension fire box, which is furnished only when ordered. Also made in polished or blue steel, which are furnished only when so ordered and at additional cost. Black japanned are always shipped unless otherwise ordered. It is very handsomely nickeled and decidedly the latest in stove construction.

The above cut shows the Schill Steel Range with pouch feed and drop door. All ranges shown in their catalogue can be furnished with this style feed door if desired. Same are furnished only when specified in the order. In the absence of instructions swing door is shipped. They can furnish cast iron enameled or copper reservoirs. In the absence of instructions they ship cast iron enameled. If copper reservoirs are wanted, it must be stated in the order.

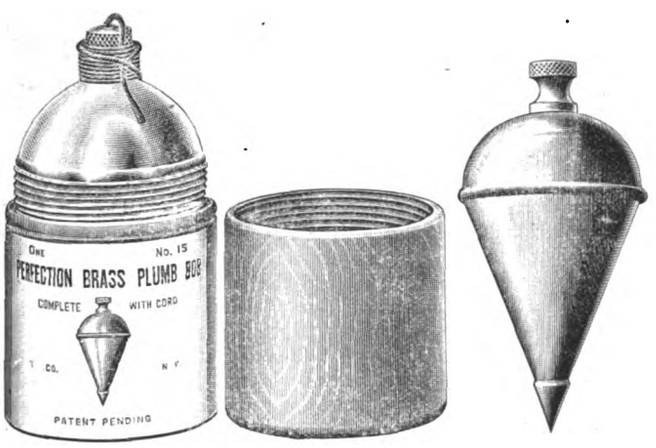
Schill Brothers make also a line of warm air furnaces to the exploiting of which an entire catalogue is devoted. They are made in all sizes from heating dwellings to churches and public buildings. We present herewith a small cut illustrating the "New Idea" Furnace with casing, one of their most popular styles, for a full description of which, and also "The Schill" and "Schill's O. K." our readers are referred to their Furnace Catalogue.

THE PERFECTION PLUMB BOB.

Tower & Lyon Co., 95 Chambers street, New York, are placing upon the market through the Hardware and supply trade, The Pefrection Plumb Bob illustrated in this article, on which a patent is pending. They are made by a new process with a steel spindle that is centered to secure an exact even balance of weight, the suspending line and the hardened point of the stem always settling to a line exactly perpendicular. This novel and unique feature is claimed to possess an actual advantage over anything on the market, and obtained its accuracy for this Plumb Bob by making

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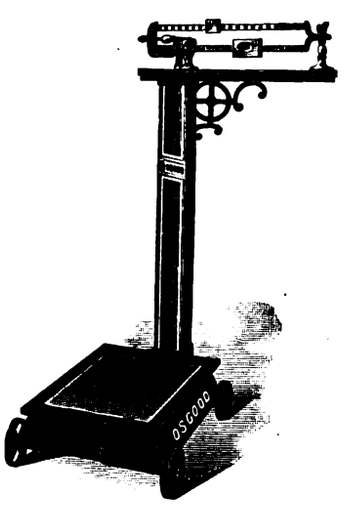
its walls of unvarying uniformity as to thickness, so that when filled with molten lead the steel pintle forming its center secures its exact balance over a shell formed with an absolute precision that ensures a true perpendicular from the steel point at the base, following up through the line either shorter or longer as may be used. They are finished in brass, highly polished or nickel-plated as preferred, the projecting rim or bead at its greatest circumference with the corresponding enlargement of the stem



below the bulb, form bearing points which serves to protect it from bruising or disfigurement by contact with other bodies or rough surfaces. All the points are hardened. They are put up in a manner especially attractive to the trade, each plumb bob with cord attached is packed in a solid wooden box fitted to its bulk, forming a neat, substantial and permanent receptable. They are made in five sizes, from eight ounces to three and a-half pounds.

OSGOOD PORTABLE PLATFORM SCALE.

Out of the fine line of scales shown in their latest catalogue of the Osgood Scale Company, Binghamton, N. Y., we give an illustration of a Grocery scale which is certainly up-to-date. With full capacity, brass beam, nickel plated and polished. This scale is considered by the Company one of their finest productions; in many ways the most useful scale they make. It possesses the distinct advantage of having the beam on the top of the cap instead of under it, making it much easier to see and operate. It does away with loose weights of any kind, as the weiging is done on the beam with the sliding poises. The upper bar is marked in half pounds up to 100 pounds; the lower bar is graduated and notched in 100-pound notches to the full capacity of the scale. The beam is delicately sealed and makes the most accurate and



OSGOOD PORTABLE PLATFORM SCALE.

rapid weigher of any scale of its capacity. Every part is made with extreme care by skilled workmen. The pivots and bearings both in the beam and under the platform are made of strong, finely tempered steel. The beams, poises and thumbscrews are all made of highly polished brass. The castings are heavy, and the platforms full size. The axles run through the frame, and the pillar, cap and board are of the best seasoned hard wood. The company manufacture of regular portable scales, all the popular sizes and capacities and all principal modifications, including drop lever, bag rack, double beam, iron platforms, etc., all of which are fully described in their catalogue.

CRONK B. S. PLIER NO. 95.

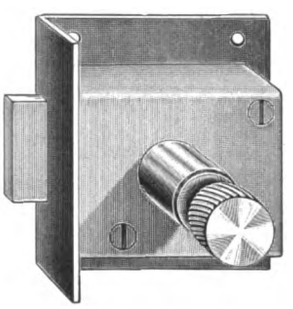
Among the many specialties placed on the market by the Cronk & Carrier Manufacturing Company, Elmira, N. Y., the Cronk's B. S. Plier No. 95 has enjoyed a reputation for quality, utility and general merit second to none. It is made only in one size, 6-inch, and in two finishes, polished and nickel-plated.



CRONK B. S. PLIER NO. 95.

THE "CRAIG" KEYLESS LOCK.

The Miller Lock Company, Frankford, Philadelphia, Pa., are placing on the market the "Craig" Keyless Lock, which is made suitable for drawer or locker. An illustration of half actual size is given herewith. It is made of brass and steel. The lock is

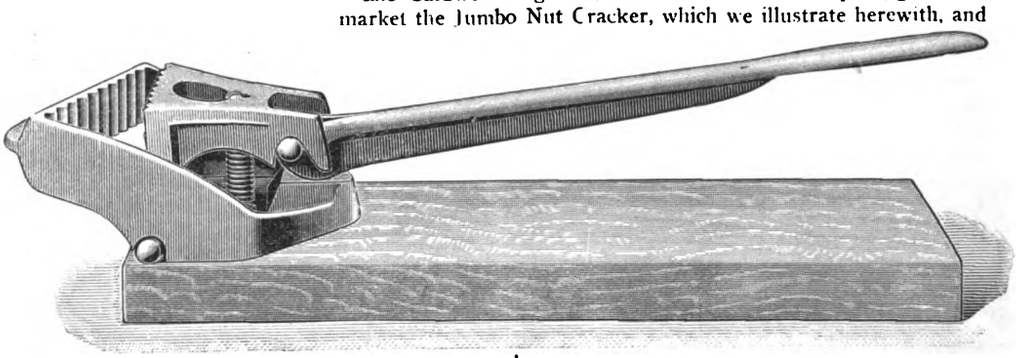


THE "CRAIG" KEYLESS LOCK.

quickly and reliably operated by aid of its "clicks," which may be easily felt when the knob is rotated. A few are to be counted to the left, a few to the right, and again a few to the left; a turn to the right will then open. Among the numerous advantages of the "Craig" Keyless Lock attention is called to the following: It is easy of application; the clicks can be both felt and heard by operator; it is easy and simple in operation; in large series it varies as to the number of clicks required in each movement to open, thus affording an exceptionally high grade of security. The owner can change the combination at pleasure, and will find that this lock affords the highest possible security. Each is packed in a box, with screws and simple directions complete. The novelty and security of this lock will give it a speedy popularity for the purposes it is intended.

THE JUMBO NUT CRACKER.

The Caldwell Mfg. Co., Rochester, N. Y., are placing on the market the Jumbo Nut Cracker, which we illustrate herewith, and



THE "JUMBO" NUT CRACKER.

based as it is on a unique application of the power and strength of the lever principle, it makes an unusually effective article for the purposes designed. Its length of arm permits effectively the cracking of the hardest nut with only a light pressure being necessary. It is done so easily, the usual mashing of the meat in other appliances of this character is controlled and avoided. Its great capacity compared with other nut crackers, may be judged, when it is known the jaws extend from ⅜ to 1½ inches. It will prove a salable specialty for fall trade. Write to the manufacturers for circulars, etc.

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THE SITUATION IN THE SOUTH.

An Interesting Review of Conditions and Prospects.

NEW ORLEANS, July 21 (Special Correspondence).—Just now the local Hardware trade is wondering which way the current of business will run when the new crop season opens in September. At present all agree that the present season is disappointingly less remunerative than that of 1903. The conditions which have contributed to this are easily understood, but this does not lessen the chagrin with which the situation is greeted by all. Coming as it does after a Winter and Spring which surpassed all expectations, several of the houses have been compelled to reduce forces, and to otherwise temporarily curtail expenses. However, the situation is regarded as being merely temporary, for all crop reports are good, and the country tributary to New Orleans has every prospect of being actually as prosperous now as at any time in the last three years; just as capable of purchasing, and just as likely to purchase when the moving crops release tied-up capital.

Three elements have contributed to the comparative stagnation. First, the clogging of the lumber business, due to the greatly decreased demand for lumber during the past two months, has caused nearly all the mills in the lumber belt of Louisiana and Mississippi to run on reduced time, and even necessitated the stopping of a considerable number in the Mississippi Gulf section. Second, labor troubles in the building trades began in New Orleans early in the Spring, spread to many of the smaller towns and cities in a radius of two hundred miles and dealt a staggering blow to what promised to be the very best season in years for all manner of Building and Household Hardware. However, the third and most important cause of the temporary stagnation in Hardware lines would seem to be the completeness with which the cotton belt supplied its needs last Winter and Spring—when cotton was soaring near fifteen cents and every planter's pockets were crammed with ready money.

Prices having eased off through the past two months seems not to have applied any effective stimulant to the condition of affairs; and while this easing off has affected chiefly the basic goods, the philosophy of the situation is applicable to other lines as well. All these circumstances which have combined to make the Summer trade less than was expected are regarded as merely temporary. The lumber and timber trade is expected to brighten in domestic lines when the labor troubles are settled and the election is over. The settling of the labor troubles will start building, and building will start the saw mills. Thus mill supplies, Household Hardware, and heavy building material will be in demand once more.

OUTLOOK FOR NEW TRADE.

Above all, however, the freeing of the capital now locked up in the cotton fields, the cane fields, and the rice swamps will set to moving all the wheels of business. Last Winter and this Summer the cane planters were very circumspect in their buying. Last Winter they couldn't buy. This Summer they have been afraid to buy, dreading a repetition of the past. Last Winter and Spring the cotton planters surfeited all their needs and desires This Summer there has been nothing left for them to purchase. Last Winter the rice planters were wondering what to do with their surplus crop, and this Summer they have been very cautious. Now from all the section tributary to New Orleans the best tales are told. The cane belt is said to have the finest crop in prospect that has come to the section in two decades. Already the planters are beginning to furbish up their refineries and sugar houses. Already they are coming to town to interview their bankers and commission merchants on the "outlook." All this means a Fall demand for all manner of Farm Hardware: for the sugar planters have done little buying for two seasons and many of them will, if conditions permit, purchase complete new outfits. It means more mill supplies for the sugar houses—packing, belts, waste, piping, bolts, nuts, and the thousand and one odds and ends and incidentals which keep a large plant going. It means new cars on the plantation field railroads, repaired engines on the roads; it means new cane-carts, new wagons, new harness, trace chains, buik leather for repairs, etc.; it means new corn shredders, new baling machines, new farming implements of all kinds.

A conservative estimate is that the crop of cane as it now stands is fully thirty per cent. and more, probably forty per cent., better than it was at the same time last year. As last year's crop depreciated considerably in July and August in 1903 the present crop, if it maintains its present standing to the end of the season, will mean almost a half more gross revenue to the planters than was gained last season. It means a three hundred thousand-ton crop as against one that barely passed two hundred thousand tons. The effect of this on the purchasing power of the cane belt is readily perceived.

In the cotton belt the outlook, roughly speaking, is for a crop considerably larger than that of the year just gone, perhaps eleven per cent. greater, but prices are ranging steady and at a point sufficiently high to justify the belief that the purchasing power of the cotton region will be fully as great as it was last year. With this true, the trade for the cotton belt will be almost as good as it was last season, if not better, so far as volume is concerned; and will probably be in a class of goods more profitable to the trade. Last season the cotton planters supplied the piled-up wants and desires of two seasons. Many of the purchases were of materials that usually last several seasons, heavy articles on which the prices run closer to the cost. During the coming season, the trade will probably call for higher priced articles, better finished goods, the luxuries of the Hardware business rather than the necessities. Last season the cotton planters bought farm wagons. This year they will buy road wagons, buggies, and pleasure vehicles. Last season he bought nails and barbed wire. This year he will buy ornamental iron fences and woven wire. Last year he bought new hinges for his door; this year bronze door knobs will be in demand for the planter's country house. Last year he bought a new bath tub; this year he will buy a coal-oil heater for his bath room. However, there is one phase of the cotton belt situation which bears roughly on the implement men. The hay crop is very scant; and the corn crop was more neglected than was supposed early in the season. This means that the customary trade in feed-stuff handling implements will be very short during the coming Fall and last Summer. Last season a great many baling presses, rickers, forks, etc., were purchased, with an immense quantity of shredders, and similar implements. It would seem that there will be hardly any demand for these articles from the cotton belt until more than a year hence. The implement men are looking only for the regulation Autumn orders of heavy plows and woodland implements. However, a good demand for mill supplies for the ginneries is expected; while the cotton seed oil mills are preparing for heavy Autumn runs.

The rice belt is on the eve of a tremendous crop; but conditions in that section, scattered along the Gulf coast from New Orleans almost to Galveston, are such that there is considerable hesitation among the Hardwaremen about venturing heavy risks just now. It is believed that the rice planters will have a crop they cannot dispose of to any very great advantage, for lack of an adequate demand. However, several agencies are working to overcome this condition of affairs. The American Rice Distributing Company is working overtime to create a foreign demand in the West Indies, while other agencies are striving to build up a permanent trade in the Middle West. However, the rice farmers and the suppliers of the section are watching one another warily, and one would seem as chary of buying as the other is of selling.

CITY DEMAND.

Such is the outlook for the country. In New Orleans the prospect is decidedly mixed. The building troubles are yet unsettled; and the season is too nearly over for any great demand in Building Hardware to arise. The trades unions have killed the demand until next Spring. Household Hardware is at its very dullest just now; and with the few residences built during the Summer, the outlook is for a restricted demand during the Autumn. However, the refitting of old houses, the renovation of residences by persons who have been away during the Summer, promises well.

Heavy contracts in sewerage and drainage work, all containing clauses compelling the favoring of local sellers wherever possible for all material, have created a considerable and what will be a permanent demand for cement and heavy building material during the next five or six years. During the Summer great quantities of cement, lime and kindred material has been disposed of. Some large contracts, approximating $2,000,000, will be let for steel sheds, new wharves, piers, etc., along the river front. This will come from the proceeds of a $2,000,000 bond issue authorized to be made by the Dock Commission of the port of New Orleans. The contracts will all contain, so it is said, clauses specifying the favoring of local houses for supplies. This demand will not begin to be felt for six months at the earliest.

TRANSPORTATION DEVELOPMENTS.

During the Summer work has progressed steadily on the two new trunk lines, which will be running trains into New Orleans before the opening of the next Spring. The various new steamship connections which were made last Spring have been doing good business until the last month, when all lines have slackened. The New Orleans Hardware trade has taken particular pains to spread its lines along the Texas coast to Brownsville and into Northern Mexico by the new steamship company entering there.

Particular attention is being given in a number of trade circles among them none more interested than that of Hardware, in the work to launch the Mississippi and Orient Steamship Company, which has the backing of the Panama Canal Commercial League, and the New Orleans Board of Trade. Pearl Wight and Col. T. J. Woodward, of Woodward, Wight & Co., are both deeply interested; while James W. Porch, of Lukens Iron Works, New Orleans branch, is at the head of the enterprise.

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HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washin ton, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED JULY 5, 1904.

365,802. BROOM HANGER. Rion D. Dow, Hartford, Conn.
365,809. FURNITURE CASTER. Ephraim Hambujer, Detroit, Mich.
365,823. CARPET STRETCHER AND TACK DRIVER AND EXTRACTOR. George F. Kolb, Phila., Pa.
365,834. DINNER PAIL. Franklin Maranville, Clinton, Ohio.
365,871. FASTENING FOR HINGED AND SLIDING DOORS. George G. Smith, St. Albans, Vt.
366,020. LANTERN. John W. Orphy, Rochester, N. Y.
366,098. FRAME FOR WIRE MATS. Christian C. Hill, Chicago, Ill.
366,099. SHOVEL. Jeremiah Hinchman, Seneca Falls, N. Y.

PATENTS ISSUED JULY 5, 1904.

763,980. SASH LOCK AND STRIKER. Robert B. Hugunin, New Haven, Conn.
764,026. HINGE FOR DOUBLE SWING DOORS. H. J. Wright, New York, N. Y.
764,050. CARPET SWEEPER. Lewis H. Halladay, Marion, Ind.
764,084. MONKEY WRENCH. C. L. Verac, New York, N. Y.
764,085. ANIMAL TRAP. William Walton, Atlantic City, N. J.
764,111. LAMP SUPPORTING BRACKET. Frederick Clarke, Clearlake, Minn.
764,171. ANGLING DEVICE. A. F. Bingenheimer, Milwaukee, Wis.
764,232. BATH-TUB SEAT. J. P. Eustis, Newtonville, Mass.
764,233. SIGNAL FOR LETTER DROPS. M. S. Field, Boston, Mass.
764,305. SASH HOLDER. J. L. River, San Francisco, Cal.
764,398. FISHING ROD. Geo. W. Upton, Warren, Ohio.

PATENTS EXPIRED JULY 12, 1904.

366,205. COMBINED SCREW DRIVER AND BRAD AWL. Wm. Cronk, Havana, N. Y.
366,230. CAN FAUCET. John Marshall, Brooklyn, N. Y.
366,380. CAN OR POT FOR MEASURING MILK, ETC. J. Cuthbertson, Lowell, Mass.
366,439. REVERSIBLE SCREW DRIVER. Theodore Troy, Three Rivers, Mich.
366,508. TOOL HOLDER. A. Rippien, Reading, Pa.

PATENTS ISSUED JULY 12, 1904.

764,574. SAFETY RAZOR. Henry J. Gaisman, New York, N. Y.
764,577. AX HEAD WITH REMOVABLE BIT. L. L. Gilks, Patten, Me.
764,590. CURTAIN FIXTURE. Charles L. Hopkins, Chicago, Ill.
764,785. SHEET METAL HINGE. C. S. Van Wagoner, Cleveland, Ohio.
765,155. CAN OPENER. H. W. Thurlow, San Francisco, Cal.

PATENTS EXPIRED JULY 19, 1904.

366,670. SAD IRON. R. F. Klopp, Mason, Mich.
366,678. COOKING OR HEATING ATTACHMENT FOR STEAM OR HOT WATER RADIATORS. A. W. Newell, Bradford, Pa.
366,711. DOOR SPRING AND CHECK. J. Bardsley, Brooklyn, N. Y.
366,723. SASH HOLDER. J. H. Haughawout and Wm. S. Hogoboom, Fairmont, Neb.
366,792. LIFTING JACK. F. Quint, Willows, Cal.
366,826. BIT BRACE G. Gavin and L. W. Cromer, Eureka, Nev.

PATENTS ISSUED JULY 19, 1904.

765,172. SASH LOCK AND LIFT. Ozia A. Essix, Canton, Ohio.
765,213. MEMORANDUM ATTACHMENT FOR TELEPHONES. Robert W. Thompson, Minneapolis, Minn.
765,249. HOSE COUPLING. S. J. McDonald, Detour, Mich.
765,271. SASH HANGER. N. H. Campbell, Binghampton, N. Y.
765,285. POCKET KNIFE. E. Kaufmann, Solingen, Germany.
765,288. STEP LADDER. W. C. King, Weimar, Cal.
765,289. HASP LOCK. A. T. Kingsley, Wallingford, Conn.
765,302. SCREW DRIVER. George E. Wood, Southington, Conn.
765,372. COMBINED SPRING AND LOCK HINGE. W. F. Bading, Grand Haven, Mich.
765,450. CAN OPENER. F. White and F. Winkler, Newark, N. J.
765,482. ARTIFICIAL FISHING BAIT. W. A. Hardy, Monticello, Ind.
765,543. EGG TESTER. A. Blum and E. D. Mann, Savannah, Ga.

The ministry of public works in Cairo, Egypt, will purchase a large quantity of telegraph materials to be delivered at Suakim from October 1 to December 1 next. Among the supplies required are 220 miles length of insulated wire, 6,000 usulators, wooden telegraph poles, etc.

PRACTICAL HINTS ON ADVERTISING.

BY

CHARLES AUSTIN BATES.

The best advertisement is the one which says what there is to say in a clear, concise, simple manner and then stops. Brief, chatty descriptions of goods are always effective, but in trying to write at people from their own level don't make the mistake of becoming commonplace.

Individualities and not generalities are the things to advertise. There are a number of features in the business of every man which makes it totally different from that of any other man. These are the points to be emphasized.



Always remember that newspaper space represents more or less cash, and in most cases, the percentage of profit realized on the investment is dependent on the matter that goes into the space.

A three-inch or a six-inch single or double column ad in every issue of one or two daily papers in a medium-sized city does not involve a very great expenditure in proportion to the amount of business that should be done, but, at the same time, the ads must be written with the idea of getting the greatest possible benefit from the space. By all means, cultivate a terse, epigrammatic style if you can, but don't sacrifice intelligibility to brevity. Endeavor to infuse what might be called a personal tone; write your ads precisely as you would talk.

Don't misunderstand me. When a good idea suggests itself to you don't spread it out unnecessarily to the extent of three or four paragraphs, but on the other hand, don't boil it down to such an extent that when it appears in cold type, it will be jerky and in a measure disconnected. Make your advertisement timely. Before you begin to write, decide what it is people want most at that particular time and make that the principal thing in the ad.

As a rule, every ad should quote a price or prices, but prices mean nothing unless the goods are fully described. Hundreds of advertisers make the mistake of never quoting prices, while others go to the other extreme and eliminate the descriptions entirely, so that there is no room for anything but prices. More space should be devoted to the descriptions of the goods than the prices. There is no object in telling people that you can sell a given article at a certain price unless you give a fairly accurate idea of what that article is and why it is desirable. Don't have very much to say before you commence talking about what you have to sell. A catchy headline and a few lines of general matter by way of introduction are enough.

Speaking of headlines, have you ever noticed the delightful ambiguity of the average newspaper heading? Instead of making the headline an index to the ad, the average advertisers feature a few words that are admirably adapted to conceal the true object of the ad. Newspaper men long ago recognized the value of headlines that told something and so to-day by simply glancing over the front page of the newspaper, we can glean practically all the day's news by a perusal of the headings. Why shouldn't the advertiser adopt the same method?

In the first place, you must remember that if you want your ad to be read, your headline must be prominent enough to attract attention, and in order to achieve that prominence, the head must be set in large type. I believe that from one to four words are, as a rule, quite enough for a headline unless the ad happens to be unusually large. If you use from six to ten words in the headline they must be set in very small or very condensed type and thus you lose the display. The best method of preparing a headline is to read your ad over, think of the idea it conveys and then try to express that idea in the most terse manner possible.

Then you will have the ideal headline. The way to test its value is to consider it separately: that is, see if in itself it con-

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JAP-A-LAC

"WEARS LIKE IRON"

JAP-A-LAC, the new wood finish, has grown in popular estimation until to-day it is the recognized superior of all wood finishes.

We have had unbounded confidence in **JAP-A-LAC** and have backed up this faith by the expenditure of vast sums of money to make it a household word in every corner of the land.

We are still spending money for this purpose and shall continue doing so.

Watch the leading magazines and exclusive women's publications and see what we are doing.

Start with the April issues of the *Ladies' Home Journal, Delineator, Designer, New Idea, Woman's Home Companion, Ladies' World, McCall's, Everybody's* and *Good Housekeeping* and many other publications, and try to realize the millions upon millions of people who each month read at least a portion of the "Story of **JAP-A-LAC.**"

Never before was a varnish product so thoroughly known. It insures millions of sales for **JAP-A-LAC,** and you will have your share of the demand.

Won't it pay you to place your order now and be ready to supply your customers' wants?

We have a specially alluring proposition for dealers and will gladly furnish information regarding it upon request.

The **GLIDDEN VARNISH CO.**

MAKERS OF HIGH GRADE VARNISHES

No. 44 Williamson Bldg., Cleveland, O.



veys some definite information without regard to the matter to follow. If it fulfills these requirements, it is good.

Above all things, avoid beginning an ad with the words "We



have," "We are" or expressions of a like nature which means absolutely nothing in themselves. If your headline reads $3.00 Shoes at $2.50, it may not be especially unique or original, but it does tell something and if you were to simply print your name beneath, you would probably sell some shoes.

It is the wisdom of the owl and not the base cunning and sheer force of the fox, that makes successful advertising.

The fox disguises himself with smooth, nice sounding words, finds a conspicuous place in the family papers, and trys by his cleverness to persuade honest people to toss their good money at him.

They do it. But when they see that it is another clever trick of the foxy advertiser "his goose is cooked."

Some business men are inclined to think that this sort of advertising is the cleverest and best ever. So it is—as a foxy, cunning, deceptive method of advertising, but not as honest, legitimate advertising that builds good reputations and brings the greatest successes.

The big advertising foxes have their imitators in the little fellows who are trying to secure money from people by foxy cunning.

Better secure a few customers through your advertising and make them steady patrons and living, breathing advertisements



for your store than to secure many temporary customers at the expense of your business reputation.

✤

E. D. Bangs, a former photographer of Milwaukee, has invented a device for keeping household refrigerators cold without the use of ice. He has applied for patents upon the device and when they are granted intends to put it upon the market. Without divulging his secret too much, Mr. Bangs explains that his device is a combination of metals. The inventor says that his device can be attached to the domestic refrigerators commonly in use.

✤

Loaded.

Doctor—Your wife must keep out of excitement.

Mr. Brisque—She can't, doctor. She carries it around with her.—*Indianapolis Journal.*

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REVIEW OF THE MARKETS.

WIRE NAILS: Demand is light, stocks at the mills large and prices are reported as usual during such times, somewhat irregular, however no changes have been made in regular quotations, which are as follows: F.o.b. Pittsburgh sixty days, or two per cent discount for cash in ten days.

Jobbers, carload lots.....$1.90
Retailers, carload lots 1.95
Retailers, less than carload lots 2.05

New York. The usual midsummer volume of trade. Quotations: Single carloads, $2.10. Small lots from store $2.20.

CUT NAILS: It is reported that the larger stocks and a consequent desire to prevent further accumulation, has resulted in a shading, in some instances, of from 5 to 10 cents from the regular quotations.

Jobbers' carload lots .....$1.75 base
Jobbers' less than carload lots..... 1.80
Retailers' less than carload lots..... 1.90

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms 60 days, less 2 per cent. off in 10 days.

New York. The following prices prevail:

Carloads on dock $1.89½
Less than carloads on dock 1.97½
Small lots from store 2.05

CORDAGE: The prospect of better business in the Fall and the continuance of the present moderate demand until that time is the belief of manufacturers at present. Quotations on the basis of 7-16-inch diameter and larger are about as follows: Pure Manila, 11½ cents per pound; other grades of Manila, 10¼ to 11 cents, according to quality; pure Sisal, 9 cents; mixed Sisal, 7½ cents.

LINSEED OIL: An advance of 2 cents per gallon in the price of raw oil went into effect on the 15th. Demand is light and confined mainly to small lots. Quotations are as follows: City Raw, in lots of five barrels or more, 44 cents per gallon; in lots of less than five barrels, 45 cents per gallon; State and Western Raw, 42 to 43 cents per gallon. Boiler Oil, the usual 2 cents per gallon over Raw.

BARB WIRE: The amount of new business is small, and the following are the general quotations f.o.b Pittsburgh, sixty days or 2 per cent. discount for cash in ten days.

	Painted.	Galv.
Jobbers, carload lots	$2.20	$2.50
Retailers, carload lots	2.25	2.55
Retailers, less than carload lots	2.35	2.65

SMOOTH FENCE WIRE: Irregular quotations caused by lack of new business reported. Official quotations remain as follows f.o.b. Pittsburgh, terms, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads $1.80
Retailers, carloads 1.85
Less than carloads 1.95

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

CLEVELAND LETTER.

OUTLOOK FOR FALL TRADE IMPROVING.

If the expense of handling staple goods was added to the cost price it would be an element of safety. Selling staple goods below the cost of handling and adding the difference to the price of other goods, creates the opportunity for catalogue houses who do not handle the goods sold without profit, and can, therefore, sell other goods at a less margin.

The merchant who keeps only the goods regularly called for is not a good merchant. He should create a demand for desirable articles by showing them.

Constant improvement is furnishing new and useful articles that somebody will sell.

No merchant can afford to let his customer learn of improvements in the line he sells, and compel him to go elsewhere to get them, and if he is alive all over, he will not. Some merchants put too much emphasis on price and too little on quality. They overlook the great change that has taken place in the ability to pay for the best and compel their customers to go to the city, or order from abroad to get what they want. To keep goods above the quality that is called for is wiser than below, as that will hold the best trade. To keep some of the very highest grade and sell them at a moderate profit is the best possible advertisement. When the writer was keeping a country dry goods store, his habit was to buy a few paterns of the latest, toniest, dress goods and sell them at prices that would keep the ladies talking the whole season on the comparison of his prices, with those they paid in the city for the same goods. Brain mixed with muscle helps trade. We are invoicing in July and we like it, as the days are longer, lighter and warmer than in January. Invoicing and the St. Louis Fair will affect our trade for the first half of July, but with the prospect of fair crops and return to sanity by the Democratic party, the outlook for fall trade is improving. Nothing in American politics has been so discreditable as the defacement of the Democratic party by popularism. The Old Guard who valued the party for its use to the country felt disgusted and disgraced by the attempt to use the country for the good of party. With two sane patriotic parties the defeat of either would not create disaster to business, and it would be a wholesome restraint against irrational legislation, but the change is so radical, it will mystify those who believed in the last Democratic platform.

TROUBLE WITH BINDER TWINE.

Poor quality of binder twine is making endless trouble. To the consumer; those who sell it, and to the manufacturer. Postal card quotations have been sent out, at prices a little above the price of the hemp, which should be used in making it, and a good many merchants who emphasize price, have purchased it and when their customers began to use it, their troubles commenced. Delay in the harvest field; waiting to secure twine that would do the work, is expensive. Returning the twine and refusing to pay for it does not cover the loss. Cheap twine will be at a discount in many places and those who make it or sell it must either reform or go out of business. Barnum said, "People like to be humbugged," but if he had heard the talk in the wheat fields this season when everything waited to exchange twine, he would have learned that the merchant who bases his business on that maxim is out of date. The goods made by manufacturers who always make good goods, are increasingly wanted, as the ability to pay for them has improved.

The Lockwood-Taylor Hardware Co.

BETTER PROSPECTS IN PITTSBURGH.

Business seems to be picking up a little with prospects for greater activity in the Fall. The Carnegie mills at Homestead recently resumed operations in full, working double turn. This will directly affect over 7,000 workmen, giving them steady and profitable employment. The whole town celebrated the event with fireworks and music. It is also reported that the Penna. Railroad is rushed with work owing to a large number of men having been laid off some weeks ago and that they will increase their working force in the near future. Excessively hot weather for the past few days and the absence of many people on vacations tend to retard business, but on the whole things are moving along in a very satisfactory manner.

The West Virginia trade excursion of the Merchants' and Manufacturers' Association was a grand success and stirred up much enthusiasm. It is evident that the retailers of that section look upon Pittsburgh as their natural source of supply and only discrimination in freight rates and poor train service has prevented this city from securing a much larger trade from this district. These matters are now being vigorously taken up both by the Merchants' and Manufacturers' Association and by the trade in West Virginia. It is hoped and expected that changes will be made which will greatly increase the amount of jobbing business coming to Pittsburgh.

Logan-Gregg Hardware Co.

THE ELKS AT CINCINNATI.

"The farmers are all busy, and our traveling men are all in the city attending the Elks convention," said Mr. Berger, of the Kruse Hardware Company, "and between the two we are not over-crowded with orders." The Cincinnati Gun Club, the largest and most noted gun club in existence, held its third annual tournament at flying targets during the Elks reunion on the 19th, 20th, 21st and 22d, at the club's grounds in St. Bernard's. The meet was international and open to amateurs and professionals alike. The W. F. Robertson Steel and Iron Company has purchased 78 feet on Elm by 200 feet on Commerce Street on which they will begin at once to erect a $10,000 plant.

Thoburn.

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STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

DAVENPORT LETTER.

As a guest of the owners of the good steamer *Eclipse* the writer has just returned from a most enjoyable trip on the upper Mississippi to the Pineries of Wisconsin and desires to state that riding on this boat and being entertained by the Lindsay & Phelps Lumber Co. under the immediate care of Capt. Lancaster, beats peddling Hardware as much as the small boy told his grandmother a circus beat a prayer meeting. It is an uphill proposition to settle down to work again after this delightful trip, and an impossibility to write either intelligently or interestingly on the present conditions of trade. We simply find that the store has been running along smoothly and doing about the same amount of business as was done during the corresponding period of a year ago. It hurts one's pride to know of how little importance any one man is to this or any other position nowadays, but in common honesty we have to admit the fact. This summer so far has been unusually pleasant, farm products abundant and extensive building operations are uninterrupted by any unfavorable conditions. What more can we ask?

Sickels, Preston & Nutting Co.

GOOD JULY BUSINESS IN COLUMBUS.

A short while ago we were crying for warm weather, but for the last few days it has been hot enough to suit any one and the people are singing another tune, or possibly the same tune to different words. It is hard to have things to suit everybody. Most of us are grumblers, any way. The weather now is right for farmers, and the comfort of city folks is a small matter compared to a corn, hay and potato crop. We can stand almost any kind of weather on a full stomach if it hasn't cost too much to fill it. Trade has been excellent for several weeks, but will no doubt ease off a little during August. The outlook for Fall business is good and as both presidential candidates are of the same mind on the most important policy, *i.e.*, sound money, there is no cause for capitalists or manufacturers to be alarmed. The butcher strike is a bad thing to have, but it could not come in a better time. Vegetables are plenty and cheap and we will all be better off without meat this hot weather. It may be tough to go without steak, but as a rule it is tough when you get it. The screen and haying tool business has been a record breaker this year, also lawn mowers. Ordinarily this trade is about over by July 4th, but this year it is going to run close to August. Prices with manufacturers are holding pretty steady, but not so with jobbers—some goods being sold for less than they can be replaced. Three big skyscrapers are being erected on High Street in our city at present. Columbus is doing very well, thank you.

The Smith Bros. Hard,are Co.

IMPROVING IN CHICAGO.

With the people at large, the difference between the National Republican platform and the one lately adopted by the Democratic party in St. Louis is so slight that we feel that politics will cut very little figure as regards mercantile business during the Fall trade. Speculators in Wall Street and throughout the country have evidently come to this decision, because of the way they have lately taken hold of railroad and industrial stocks. Then, too, the general business of the country seems to be improving even through the past couple of weeks of warm July weather. The corn crop of the Northwest from present indications assure us of a fairly good crop of this most important commodity. Money seems to be plenty throughout the West and from the above indications we confidentally believe and expect that the Hardware trade from the first of August for at least 60 or 90 days is going to show a very decided improvement over the business of the Spring months. Prices seem to be fairly well held and with some commodities prices will compare very favorably with the low prices of four or five years ago. Our traveling salesmen have done unusually well during June and the first half of July, and our mail order trade is better than usual at this season of the year.

Wells & Nellegar Co.

CROP CONDITIONS IN THE NORTHWEST.

Due to excessive rain, cloudy and rather cool weather, our crop prospects are not what they would be, did we have the proper kind of weather. It has rained almost every day, making it impossible to cut and cure hay. The cool weather has prevented corn from growing, so the only thing that looks right is wheat, but this even is rather questionable on low ground. We still have time to get a bumper crop if the right kind of weather will arrive and stay for several weeks; otherwise our average will be below the ordinary. We are glad that prices in the Hardware line are holding firm. It means a good deal to all dealers in our line and we favor a holding up on production rather than a reduction in price, as a falling market is a hard one to do business in. We believe that present prices will be maintained during this year.

Hackett, Walther, Gates Hardware Co.

THE SAN FRANCISCO TRADE.

Two exceptionally well attended and enthusiastic California meetings were those of the San Francisco Retail Hardware Dealers' Association, held in this city, and the Pacfic Coast Hardware and Metal Association, held in the famous Hotel Potter in Santa Barbara, an up-to-date hostelrie the trade is very fond of visiting. Both these meetings were annual election rallies, each resulting harmoniously in the following selection of officials: San Francisco Retailers' Association—President, M. M. Brown; vice-president, Geo. M. Hickman; treasurer, J. L. Lawless; secretary, Johnson Reynolds. Executive Committee—M. M. Brown, Geo. M. Hickman, H. C. Bennett, C. H. Philpott, F. W. Wright and C. J. Dean. Pacific Coast Wholesalers' Association—President, Joseph Sloss; first vice-president, L. C. Scheller; second vice-president, T. L. Enwright; treasurer, Ralph W. Kinney; secretary, Hamilton W. Barnard (fourth term). Executive Committee—Wakefield Baker, Andrew Carrigan, E. H. Kinney, William Schan, E. W. A. Waterhouse, A. A. Watkins and W. R. Wheeler. Advisory Board—Brace Hayden, H. J. Morton and A. C. Rulofson. Hearty and unanimous feeling is being expressed in the respective trade circles regarding the fortunate presidential election each of the associations has made, a general uplift in wholesale and retail trade relations being predicted as the sure result to follow the highest office promotions respectively of Messrs. Joseph Sloss and Max M. Brown. An ironbound unity of feeling was easily recognizable in the hearty voting of the Coast Association on a resolution in harmony with the National Hardware Association's action discouraging catalogue house patronage; likewise a resolution favoring the Quarles-Cooper bill, enabling the inter-State commission to enforce its decisions, and a resolution against any parcels post legislation, believing such legislation would work great injury by draining from the Pacific Coast hundreds of thousands of dollars that would otherwise be spent here and help upbuild our local communities.

Industrial Press Association.

THE WESTERN MASSACHUSETTS OUTING.

The tenth anniversary of the Western Massachusetts Hardware Association was celebrated by an outing and annual meeting at the Pequot Club, Morris Cove, New Haven, Ct., on Wednesday, July 13.

The day was almost entirely devoted to the enjoyment of sports of the seaside, and an excellent dinner, little business being transacted beyond the election of officers.

Alderman & Carlisle, of Springfield were elected members. They have recently purchased the business of C. J. Blackstone, who was elected an honorary member.

The following officers were elected:

President, C. N. Bacon, the B. L. Bragg Company, Springfield.

Vice-President, F. E. Stacy, the E. S. Stacy Machine Company, Springfield.

Secretary and Treasurer, O. H. Dickinson, the B. L. Bragg Company, Springfield.

Executive Committee: These officers, and C. A. Foster, C. A. Foster & Bros., Northampton; Fred Shepard, James H. Bryan Company, Westfield; C. W. Rackliffe, Holyoke, and M. J. Hall, the Highland Hardware Company, Springfield.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

CONNECTICUT STATE CONVENTION.

The annual outing of the Connecticut State Association of Retail Hardware Dealers was held July 13th at Momauguin, New Haven, East Shore. The meeting was called to order by President W. A. Church, and after the reading of the minutes of the annual meeting, ex-President A. H. Abbe, of New Britain, made his report as the association's delegate to the National Association's Convention, referring in a manner full of enthusiasm to the work accomplished.

The resignation of Secretary Charles L. Way was announced, Mr. Way having severed his connection with the Hardware trade. A nominating committee brought in the name of James De F. Phelps, of Windsor Locks, Conn., who was unanimously elected to fill the position.

The report of a committee appointed to consider the advisability of establishing a Hardware Mutual Insurance Company in Connecticut was read by Eli C. Birdsley, of Meriden. The report was in part as follows:

"Your committee unanimously agree that the so-called 'Board Rates,' which we are all now paying, are excessive and in some locations have been recently increased, and that there is no reason why the retail Hardware dealers of Connecticut should assist to pay the large salaries of the officers of the old companies or contribute to the losses by the payment of excessive premiums to these companies, occasioned by the large conflagrations in various portions of the country during the last year. Your committee also agree that while some time in the future it may be advisable to organize a company on these lines among the members of this association, that there are many good and substantial reasons why such a company should not be organized at present."

After partaking of an excellent dinner the Association was again called to order by President Church, who expressed his keen disappointment that there were not present a large representation of the Builders' Hardware manufacturers of New England who had been especially invited to this meeting. Only one firm was represented, the American Screw Co., represented by Wm. G. Smythe.

Short addresses were made by Ex-President Abbe, Chas. G. Agard, Eli C. Birdsley, John Nelson, F. T. Blish and I. C. Treat, discussion being mainly on the relation between manufacturers, jobbers and retailers.

AS DID THEIR FATHERS.

Some men do things in a certain manner because their fathers did so before them and were successful. They cannot realize that the wonderful of to-day become the ridiculous of to-morrow. The man who is content to follow where others lead, who lets somebody else do his thinking for him—never counts for progress in business. Nearly every man you meet thinks that if he was in some other line of trade his success would be greater. The other man's job always looks easier. The field for ingenuity and originality is as great in one line of business as in another. Doing "something different" is the keynote to business advancement. Among competitors, unreasoning jealousy of one another's success is the cause of many unwise proceedings, price cutting and losses. Competition is the great bugbear that frightens the wits out of one half the people who conduct business. The other half care very little about it—manage things in the right way—and make money. Cultivate pleasant trade relations with trade opponents. It makes business strife more endurable and will save you many dollars.

PROGRAMME OF MICHIGAN ASSOCIATION.

At the Hotel Pantlind, Grand Rapids, Mich., Aug. 10-11, will be carried out the following programme, the occasion being the tenth annual convention of the Michigan Retail Hardware Dealers' Association:

Wednesday Morning, August 10, 1904.
Eleven O'clock Sharp.
OPEN SESSION.

Meeting called to order by President—John Popp, Saginaw.
Appointment of Committees on Credentials, Constitution and By-Laws. Question Box and Nominations.
Reading of Minutes.
Reception of Communications.
Payment of Dues and Receiving of New Members.

Wednesday Afternoon.
Two O'Clock Sharp.
OPEN SESSION.

Address of Welcome—Hon. Edwin F. Sweet, Mayor of Grand Rapids.
Report of Committee on Credentials.
Annual Address of the President.
Annual Report of the Treasurer.
Annual Report of the Secretary.
Address—"The Retail Merchant as an Educator." J. H. Whitney, Merrill.
Voluntary Remarks by Members.
Address—"Our Social Relations."—C. L. Glasgow, Nashville.
Remarks by Delegates, suggested by the above.
Paper—"Some Points Which Contribute to the Successful Retailing of Hardware."—E. S. Roe, Buchanan.
Discussion of same.

Thursday Morning, August 11, 1904.
Nine O'Clock Sharp.
OPEN SESSION.

Paper—"Capital and Credit, It's Use and Abuse in Our Daily Business."—A. K. Edwards, Kalamazoo.
Remarks by members on above subject.
Paper—"Collections."—J. H. Murray, Cadillac.
Experiences of Delegates in Collecting Accounts.
Address—"The Catalogue House Problem."—W. P. Bogardus, Pres. N. R. H. D. A.
Discussion of same.
Address—"Salesmanship as a Science."—A. F. Sheldon, New York.

Thursday Afternoon.
Two O'Clock Sharp.
(CLOSED SESSION FOR RETAIL HARDWARE DEALERS ONLY).

Reports of Committees on Resolutions and Constitution and By-Laws.
Consideration of Committee Reports.
Unfinished Business.
New Business.
Miscellaneous Business.
Opening of the Question Box.
Election of Officers and Selection of next place of meeting.
Short Talks from Everybody.
Adjournment.

The officers of the Michigan Association are as follows: President, John Popp, Saginaw; vice-president, Frank M. Brockett, Battle Creek; secretary, A. J. Scott, Marine City; treasurer, Henry C. Weber, Detroit.

The Executive Committee have decided to accept members from now until December 31st for $2, just half of the annual dues.

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OUR BRITISH LETTER.

(By our Special Correspondent).

London, July 15, 1904.

AMERICAN IMPLEMENTS AND MACHINERY AT THE "ROYAL."

The annual show of the Royal Agricultural Society of England was held at Park Royal, London, from the 21st to the 25th ult. The weather was simply perfect, but unfortunately the attendance fell far short of the standard. The entire show was well arranged, and agriculturists were pleased with the facilities given them for inspecting the different prize cattle, horses and sheep, and other exhibits interesting to farmers. A large portion of the agricultural implement and machinery business is carried on by ironmongers and Hardwaremen, who look upon this branch of trade as a staple industry. All the leading British firms were well in evidence, and the Implement Yard was full of engines, thrashing machines, stack lifters, grain elevators, food-preparing machinery and harvesting appliances. It was difficult for the casual visitor to judge of the merits of the respective stands, so many firms have improved their implements and machines during recent years, and brought them to a high state of perfection. Although there are some British manufacturers of harvesting machinery who stand out conspicuously for their excellent appliances, and who have a strong hold among the farming interests, it is allowed on all sides that Canadian and American manufacturers of harvesting machinery find British farmers constant patronisers of their specialties. Indeed, there are many districts in Great Britain where American harvesting machinery holds a premier place. The wonderful energy with which the International Harvester Company has exploited this country speaks well for the commercial enterprise of the manufacturers of the United States, nearly all the divisions of this large company have permanent location in Great Britain, and through their London central depots distribute large quantities of harvesting machinery in all parts of Great Britain and Ireland, as well as in many British colonies. Such British firms as Ransomes, Sims & Jefferies, Ltd., of Ipswich; John Fowler & Co., of Leeds; Blackstone & Co., Ltd., of Stamford; E. R. & F. Turner, Ltd., of Ipswich, and others make traction engines and thrashing machinery for all parts of the world, and their leading lines were well represented at the "Royal." Some British firms have been very successful in the introduction of American machines which they have run side by side with English implements for which they have long been agents. F. C. Southwell & Co., of Southwark Street, London, S. E., run the "Ohio" hay loader with great success, and their "Kid Kangaroo" ploughs and "Cockshutt" cultivators are also well known. Such firms as the Noxon Co., Ltd., the Frost & Wood Co., Ltd., the Walter A. Wood Mowing & Reaping Machine Co. and the Massey-Harris Co., Ltd., had excellent stands of harvesting machinery. Of course, branches of the Harvester Company already referred to, included such popular names as Osborne, Plano. Deering, McCormick and Milwaukee. The dairy section at the recent "Royal" was specially interesting, several new makes of separators being introduced, one of these quite unknown in Great Britain—the Aktiebolaget Pump Separator of Stockholm—were successful in carrying off a silver medal offered by the R. A. S. E. The Richardson Manufacturing Co. are handling the "Worcester-Kemp" manure spreader in this country, and George King, the energetic manager of the firm's business in England, was very much in evidence at the "Royal." He is a typical American, has plenty to say, and understands his business; all throughout the exhibition he was generally able to gather a small crowd round him and obtain an interested audience while he expatiated on the advantages of the "Worcester-Kemp" machine. Markt & Co., of London, showed the "Twentieth Century" manure spreader, which is an American machine; and Duke & Ockenden had a good display of galvanized steel windmills, light, airy and effective. Whatever the show might have been from a business standpoint it possessed many features of interest to implement agents and agriculturists who spent much time in comparing the relative merits of the different stands of implements and machines.

THE LONDON IRONMONGERS' ASSOCIATION RIVER PICNIC.

During the summer months the social side of association work comes prominently to the front; ironmongers are gradually learning that there is something to be gained from friendly talks and excursions in which the real characters of association members are brought out. Controversial discussions and debates on problems proposed, as well as regulations suggested for the betterment of the Hardware trade at large, are not always the best means of promoting the welfare and happiness of the Hardwareman. The softening influences of river picnics, and long drives amidst pleasant surroundings, tend to promote good will, and enable members when they again meet for business to understand one another better. They prevent the imputation of wrong motives, dispel suspicion and elevate the standpoint from which others are viewed.

The members of the London Ironmongers' Association recently passed a glorious day upon Old Father Thames, and with the exception of short breaks for refreshment and sundry tours of inspection, spent the whole of the time upon a large steam launch, beginning the day at Reading and journeying to Windsor. The last few minutes of the sail were passed under the walls of the Castle of England's Sovereign, the members of the association loyally joining in singing the National Anthem. Your correspondent was present, thus indirectly HARDWARE was represented. One of the events of the day was a call at the river residence of W. B. Fordham, founder of the well-known firm of factors (Fordham & Sons, Ltd.), through whose hands so many American goods find their way into the shops of British ironmongers. Councillor Timpson, the president of the London association, and a goodly number of ironmongers and ladies were present, and among the guests were W. J. Bacon, J. P., the president of the I. F. A.; Councillor Theedam, of Dudley, and others. Only one firm of manufacturers was represented among the guests, and that was the American firm of carpet sweeper manufacturers (the Bissell Carpet Sweeper Company), whose popular British manager, James Pollitt, was resplendent in yachting costume. The limits of my letter prevent me from enlarging further, but I may say in conclusion that these social events are becoming more numerous, and English Hardware associations in all parts of the country have had, or intend celebrating, one of these summer excursions this year.

A LARGE ORDER FOR AMERICAN HARDWARE.

The extension which has recently been carried out at the Savoy Hotel, Strand, London, has completely Americanized that locality. The buildings, which are excellently appointed, have been fitted up with the latest improvements in American locks, builders' ironmongery and other fittings. The bulk of the building operations have been carried out by James Stewart & Co., an American firm. Yale locks have been fixed upon all the doors in the building. Self-locking entrance door latches of American make have been used; these lock themselves when the door is closed, but are so constructed that should the occupant desire, he can, by pressing a button, enable anyone outside to unfasten the door. Suites of rooms are fitted with specially constructed locks of American make; "Cremorne" bolts and casement stays which prevent windows from rattling, have also been used. The elevators throughout the building have been erected by the Otis Elevator Company, and the ventilation has been carried out by the Sturtevant Engineering Co., from which it will be seen that a large portion of the builders' ironmongery employed is of American type and manufacture. Other large buildings are now being put up in different parts of London, and there is a decided preferance in favor of the novel and ingenious contrivances placed on the market by American firms. These goods are beautifully finished and work smoothly and well. British ironmongers, too, find a ready sale for American Hardware, and some of the London and Birmingham factors who handle American specialties speak well of the progress they are making in the sale of American Hardware. Colonial shippers constantly have in view the importance of good packing, neatly-made boxes, yet strong enough to withstand the rough usage of long sea voyages and transit over rough roads when arriving at the port of destination, and therefore frequently recommend American Hardware for the sound packing of which the manufacturers of the United States are so justly celebrated.

HARDWARE AT THE AGRICULTURAL HALL, ISLINGTON.

The popularity of Hardware exhibitions appears to be continually increasing, judging from the interest shown by ironmongers, many of whom have already visited the Ironmongery, Hardware, and Electrical Trades Exhibition which is now being held at the Royal Agricultural Hall, Islington. The Exhibition was opened on the 12th inst., and visitors were agreeably surprised to find the stands ready for inspection. Some wonderfully pleasing exhibits are being made, American tools, domestic novelties and

(*Continued on page* 35)

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CONSULAR COMMERCIAL COMMENTS.

WINDMILLS IN SYRIA.

(From United States Consul Ravndal, Beirut, Syria.)

ANCIENT IRRIGATION SYSTEMS.

Will the ancient irrigation systems, existing remains of which stagger even bold and resourceful engineers of to-day, ever be fully restored? It certainly is to be hoped they will. Here one finds ruins of aqueducts led along frightful cliffs, where goats can scarcely keep their feet, and carried for miles across ravines and rivers on lofty arches; over there in the wilderness traces of subterranean canals of astounding length and nicety of construction. Phœnician, Greek, and Roman engineers also knew how to irrigate by reservoirs—*i.e.*, by storing water. Near Homes an artificial lake was created in olden times which still furnishes water for thousands of acres of land below. By digging a number of wells within a half circle, so as to form a fan, and combining the meager capacity of the wells into one stream, quantities of water were coaxed forth where now nothing can be discovered on the face of things but sad desolation.

It is probable that the extensive system of canals and other means of irrigation, remnants of which meet us everywhere in Syria and Palestine, must be studied in connection with the magnificent irrigation works on the Tigris. Chaldeans set the pace and adjoining peoples followed.

Consequently we find to-day traces of irrigation undertakings even in the desert regions to the east of the Orontes and the Jordan, which in their magnitude and perfection compel our profoundest admiration. I believe there can be no doubt but that the Ras-Baalbec Springs were utilized in ancient times to feed a canal, set carefully with cut pieces of rock and covered most of the way, which can now be followed from Lebweh over the northern declivity of Anti-Lebanon, toward Palmyra, a distance of at least 120 miles. Queen Zenobia's capital was also supplied by several streams created by the employment of the fan-shaped well system above alluded to. Only recently one of these subterranean passages was unearthed and water struck. The whole desert slopes slightly toward the Euphrates and thus facilitates this kind of "drainage."

The re-creation of Chaldea, once the richest and most coveted part of the East, is probably near at hand. Mesopotamia seems about to be reclaimed. The Bagdad Railway is advancing from the West, and European civilization is scattering before it the Arabian locusts which have so long held possession of these plains.

WINDMILLS IN USE.

Syria and Palestine, on account of the defective means employed for utilizing the subterranean water supply, are justly called semi-arid regions. The introduction of boring and pumping machinery is certain to prove a great boon. No artesian wells exist so far, but experiments are progressing with a hope of locating basins that may be tapped. All over the country large tracts of land are lying idle for lack of water.

Windmills have been tried for operating grist mills in the absence of water power. Petroleum engines seem to give better satisfaction.

Plows, sickles and threshing methods, handed down from the days of the patriarchs, are still supreme in Syria and Palestine; but on larger estates modern implements and machinery are gradually driving out the ancient tools and tactics, and further encroachments are merely a question of time.

As a result of recommendation made by this office, several American windmills were introduced in this country two or three years ago. Four of them may be seen along the Damascus road, just outside Beirut. Others were installed in the interior. Somehow, these pioneer outfits do not seem to have created that spontaneous demand for up-to-date windmills which I anticipated. It is probable that the natives expected too much of them. They are admittedly a success when employed for domestic use, but for industrial and irrigation purposes they have not as yet,, in the native mind, vindicated their reputation. Native farmers, I fear, expected heavy irrigation work from small wind engines, costing, laid down here, $150. By and by saner views will prevail and American irrigation windmills, at from $300 to $500 per outfit, will have a chance to compete with native "na'uras" and oil-motor pumps.

I would again call attention to an offer made by the firm of H. Sabbag et fils, of Beirut, published in my report in *Advance Sheets of Consular Reports* of April 12, 1900, to assist in paying the expenses of an American expert in irrigation matters, eventually coming out here to canvass the field.

Correspondence about windmills should be addressed to Michel Nasser, representing H. Sabbag et fils, Beirut, Syria; Meshaka & Nachman, Damascus, Syria; American Exchange Company, Haifa, Syria.

WATER SUPPLY, WELLS AND PUMPS.

At present in Syria and Palestine in the rainless season, which lasts from May till November, water is obtained from natural springs and open wells. From the latter the water is drawn by horse, mule, ox or donkey power in buckets attached to ropes revolving over a large drum directly above the well. One side descends while the other rises, carrying the small buckets with them; those descending are empty while the ascending ones are full. and as they pass over the top they discharge into a trough, which conveys the water into a cistern or into irrigating ditches. The buckets are fastened to the hawsers about 2 feet apart, and the system is fairly effective, being usually applied to wells 12 to 20 feet deep, though it may also be utilized to a depth of 150 feet. If the animal turns the wheel rapidly, which it rarely does, a bucket with about 2 gallons of water will be carried over the top and be discharged into the trough every second, but very few native pumps will steadily do as much. Machinery of this kind consists of a wide cogwheel, which is moved horizontally with a sweep, by some animal. This turns a larger one perpendicularly, over which the hawsers revolve.

The wheel and bucket (of different sorts and sizes) is an apparatus much used where the water is near the surface, and also along rapid rivers. For shallow wells it is merely a wheel, whose diameter equals the desired elevation of the water. The rim of this wheel is large, hollow, and divided into compartments answering the place of buckets. A hole near the top of each "bucket" allows it to fill, as that part of the rim, in revolving, dips under the water. This, of course, will be discharged when the bucket begins to descend, and thus a constant succession of streams falls into the cistern. The wheel itself is turned by oxen or mules.

This system of wheels is seen on a grand scale at Hums, Hamath, and all along Orontes. The wheels there are of enormouh size. The diameter of some of those at Hamath is 80 or 90 feet. The great advantage of this apparatus is that it is driven by the river itself. Small "paddles" are attached to the rim, and the stream is turned upon them by a low dam with sufficient force to carry the huge wheel around with all its load of ascending buckets. "There is, perhaps," says a distinguished writer, "no hydraulic machinery in the world by which so much water is raised to so great an elevation at so small an expense. Certainly I have seen none half so picturesque or so musical. These wheels, with their enormous loads, slowly revolve on their groaning axles, and all day and all night each one sings a different tune, with every imaginable variation of tone, loud, louder, loudest, down to the bottom of the gamut—a concert wholly unique and half infernal in the night, which, heard once, will never be forgotten."

Another successful mode of drawing water is used in the interior. A large buffalo skin is so attached to cords that when let down into the well, it opens and is instantly filled, and being drawn up, it closes so as to retain the water. The rope by which it is hoisted to the top works over a wheel and is drawn by oxen, mules or camels, that walk directly from the well to the length of the rope and then return, only to repeat the operation until a sufficient quantity of water is raised.

Much is to be said in favor of all these processes in this land of cheap labor. The wheels are simple in construction and easily worked and they raise surprising quantities of water. However, the value of human and animal labor is steadily on the increase, and our experience during the last five years shows conclusively that this country is ripening for labor-saving machinery, particularly along agricultural lines, as agriculture and pastoral pursuits are the main industries of the land.

Water is found at depths varying from 25 feet or less in certain parts of the littoral plains to 200 feet or more farther inland. So far all wells in operation have been dug. Pumps are used to a very limited extent and are operated by hand, wind, or petroleum power. Well-drilling machinery is urgently required in this country. All modern windmills in Syria were made at Kendallville, Ind., and Batavia and Chicago, Ill. In my district, comprising nearly all of Syria and two-thirds of Palestine, there are hardly more than a dozen really modern windmills, while there would seem to be need of thousands.

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TRANSPORTATION AND FREIGHT RATES.

Goods exported from Syria to the United States now go mostly by Italian steamers effecting transshipment at Naples into trans-Atlantic boats belonging to the same company. It is known that by the Italian line goods from New York reach here in nineteen to twenty-five days. I believe I am justified in calling the attention of American exporters to the Italian route. Its agents in New York are Hirzel, Feltman & Co., 11 Broadway.

COMMERCIAL WATERPROOF CLOTH.

It would seem that inventors have not kept pace with the demand, the need, of sportsmen and every person whose calling takes them outdoors in stormy weather, of fabrics which, when made up into clothing, will turn moisture while at the same time being endurable if not comfortable when the sun is shining. The rubber-coated cotton goods so commonly employed are fit for wear at no other time than when rain or snow is falling, and some of the so-called mackintosh goods are so impervious to the circulation of the heated air thrown off by the body as to become wetter inside than out if worn long when the air is warm. Neither are they warm for ordinary wear nor flexible enough to be comfortable. The thin goods heavily coated with oil and worn as "oilskins" by sailors and as "slickers" by riders of the plains are ideal waterproof garments but intolerable for other wear, for, while they are wind proof, too, they become rigid and rattle in freezing temperatures; are "noisy," as the stillhunter says of any clothing, which, when rubbed together or against any other substance, gives forth sounds fatal to the pursuit of game.

While it has long been the practice to regard some solution of India rubber as essential to cover the cloth that is used for waterproof garments, it appears that a rival to India rubber has just entered the field. Shower proof cloth is known as that which repels water very largely and yet remains porous, appearing in all respects exactly like ordinary wetable cloth. The methods of treatment of such cloth are often trade secrets, and even the patent specifications do not divulge all that must be done to achieve a satisfactory result. *Petroleum* says that the oil to which that paper owes its name is one of the most successful showerproof preparations. It says that the only reliable shower proof is obtained by impregnating the cloth outside and in with a fine film

OUR BRITISH LETTER.

(*Continued from page 32*)

household ironmongery being very conspicuous on many of the stands. It is not always easy to pick out American goods, inasmuch as although some factors devote themselves exclusively to the introduction of American novelties, other firms select special lines from the States which they place side by side with British made goods. The experienced eye, however, quickly traces the American origin of many articles shown, in consequence of their excellent finish, clean boxing, and attractive presentment. The system of boxing Hardware has largely been adopted by English and German firms, still there is something which often indicates that certain articles have "crossed over the water," and that they are many miles from their place of origin. J. C. Plimpton & Co., of Liverpool, who have a place in New York, show "New England" lawn mowers, Mann's popular bone cutters, American garden tools, and other novelties, all of which appear to be popular in this country. If any retail dealers from the States visit the stand of John G. Rollins & Sons they can scarcely fail to recognize the American chafing dishes, "Gem" food choppers and other household lines which are now selling so freely in many British ironmongers' establishments. Of course, "Bissell" carpet sweepers are very much in evidence, and such names as "Grand Rapids," "Parlor Queen" and "Standard" are talked about freely. The Anglo-American Trading Co., Ltd., of London, have a well staged exhibit of porcelain enamelled baths, lavatories and fittings, and they show some interesting aluminum goods and knife sharpeners. George Owen & Co., Ltd., who handle the Chicago Flexible Shaft Company's horse clipping machines and automatic grinders in this country, have examples of these specialties, as well as a good show of American cabinet handles and tools. British manufacturers are, of course, largely in evidence, and in builders' requisites, grates, mantelpieces and so on, have the field all to themselves. Some excellent goods are shown, many new patterns being exhibited for the first time. The exhibition is well staged throughout, and the managers have introduced many interesting features, from which it is pretty certain that the interest will be sustained during the remainder of the time the exhibition is open.

A gentleman never speaks sneeringly of a person not so well informed as he.

Are You Fair ?

Did you ever send for one of our catalogues and, really, give it a thorough examination ?

Grant every man a hearing. That's fair. We "drum" by catalogue only. Will you not grant our only "man" a hearing—in fairness to us?

To your own self, be fair. We were, less than thirty years ago, making an insignificant start. We are, to-day, one of the country's six big wholesalers. We must be giving values and service. Surely, values and service are of interest to you ?

Goods in more than fifty different departments, truthfully pictured, clearly described—prices printed, net, and guaranteed until a mentioned date—practical talks on ways and means of doing more business—these, and more, are in every catalogue of ours. Could there be a "man" more deserving of a hearing from you?

In fairness to us—in fairness to yourself—won't you send for our July catalogue and look it over thoroughly? This July catalogue is numbered C C 507.

Butler Brothers

Wholesalers of Everything
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New York Chicago St. Louis

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Baltimore, Md.—The McClellan Hardware Company has been incorporated by Jas. E. McClellan, William L. James, Condon E. Varina, John H. Meagher and Geo. F. Smith. Capital stock is $20,000.

Boston, Mass.—Peter F. Tague Co. has been incorporated. Iron, steel, Hardware. Capital $5,000. Promoters: Peter F. Tague, C. T. Tague.

Catlettsburg, Ky.—The Ben Williamson Hardware Co. of Boyd County has been incorporated, with $100,000 capital stock. Ben Williamson, Guff Wellman and Lillian Eastham of Catlettsburg are incorporators.

Dale, O. T.—The firm of S. E. Alexander & Son has been organized and have opened a new store to deal in Shelf Hardware, stoves, agricultural implements, etc.

Humboldt, Neb.—Work has been commenced here on the excavations for a large brick store building on the west side of the square to be occupied by the firm of Wozab & Ford, Hardware dealers.

Norwalk, Ohio.—The Norwalk Hardware Co. has been incorporated with a capital of $15,000.

Ogdensburg, N. Y.—John Barr has opened a new Hardware store in addition to his present business and connected with it by an arch in the side wall.

Palouse, Wash.—The Palouse Hardware & Implement Co. has been incorporated with a capital stock of $30,000. The company has acquired the Hardware business formerly carried on by W. F. Chalener and will also handle furniture.

Parkers Landing, Pa.—A new Hardware store has been opened by Messrs. Coe & Shira.

Springfield, Mass.—Chapman & Brooks Co. has been incorporated. Objects: To buy, sell and deal in at wholesale and retail all kinds of Hardware and wooden ware. Capital, $40,000. President: Harvey Chapman, Stafford Springs, Conn.; treasurer and clerk, A. Olin Brooks, Springfield.

Utica, N. Y.—Geo. J. Gregory has opened a new Hardware store in the Symonds block.

Changes.

Beiview, Minn.—Thompson-Brown Hardware Co., with E. H. Brown as manager, have succeeded the New Hardware Company.

Bridgeport, Neb.—B. L. Neff has disposed of his Hardware and agricultural implement business to Elter & Co.

Carthage, Mo.—The Drake Hardware Co. have succeeded Drake-Bahney Hardware Co.

Gloucester, Mass.—Fred K. Burnham has purchased the grocery and Hardware business which was carried on for a number of years by his father, and will continue to do business at the same stand.

Goshen, Ind.—The Hardware firm of James A. Riley Son has been dissolved and its successor will be known as George A. Riley & Co., the father having transferred the establishment to his son. For the past six months Mr. Riley Jr., has been connected with the firm of Albaugh Bros., Dover & Co., of Chicago, a large mail order house, but the health of his father necessitates his retirement from business. He will therefore return home and take up the business which the senior Mr. Riley has conducted for the past twenty-two years.

Haddam, Kan.—Driskell & Stanley have purchased the Hardware and furniture business formerly conducted by Sellers & Sons.

Irwin, Iowa.—Peter Steenhusen has purchased the general Hardware business formerly conducted by Charles McConnell.

Kingston, Tenn.—J. A. Mulcke, dealer in Hardware, has just completed a new warehouse, 24 by 60 for buggies and wagons.

Lebo, Kan.—Haigler & Lewis have disposed of their Hardware, stove, paint and implement business to Lewis & Kirkham, who will continue the business.

Manila, Iowa.—Denny & Hockett, dealers in shelf and heavy Hardware, stoves, pumps, and wind mills, have been succeeded by I L. Hockett.

Mason City, Ia.—The Mason City Implement Company has changed its name to Loomis & Dunlay and has increased its capital stock from $15,000 to $25,000.

Mason, Tex.—Louis Schmidt, Hardware dealer, is putting up a new store building on the lot he now occupies.

Norristown, Pa.—Mr Elston, who for twenty years has conducted a Hardware house furnishing, crockery, etc., store, will retire from this business on account of pressing outside interests.

Oak, Neb.—I. W. Harrison has bought the general Hardware business formerly conducted by J. C. Hartsough.

Oakland, Ia.—Maloney Bros of Red Oak and Elliott, wso have several other Hardware stores in Western Iowa, have just purchased the large Hardware store of David Wentz.

Providence, R. I.—E. T. George & Co. retail Hardware dealers, at 31 Weybosset street, will sell out their stock and retire from business.

Schuyler, Neb.—Craig & Morris have purchased the Hardware and implement business of T. E. Molacek, which has been established for twenty-three years.

Shreveport, La.—The Vordenbaumen-Eastham Co., Ltd., Hardware dealers, have taken over all the stock of the Lake Bros. Hardware Co., of Dallas, Tex. J. A. Lake, of the Dallas concern, will remove to Shreveport and go in as secretary of the consolidated company, which will continue under the old name.

South Fork, Pa.—Messrs. George Bros. have about completed the erection of a large two-story warehouse.

Steubenville, Ohio.—Weir & McClave have purchased J. D. Porter's Hardware business and will continue at the old stand.

Steubenville, Ohio.—A. W. Weber, formerly in business at Irondale, Ohio, has recently associated himself with the Steubenville Hardware & Supply Co.

Topeka, Kan.—The Pratt Bros. have purchased the Holman Building on the corner of the Avenue and Laurent street, and will move their Hardware and implement store to these new quarters.

Toronto, Can.—T. C. Weir, one of the members of the Toronto Hardware Co., Toronto, Ohio, has formed a partnership with Mr. McClave, under the style of Weir & McClave, and they have purchased the Hardware business of J. D. Porter, at Steubenville, Ohio. Mr. Weir still retains his connection with the Toronto Hardware Co., his interest in the new firm being in addition to his present business.

Watertown, N. Y.—Spratt & Corcoran have moved their large Hardware stock to 18 Public Square.

Waterloo, Iowa.—The Hardware store at 108 East Fifth street has a record of having been disposed of more times in a short time than any other business in Waterloo. Within seven weeks five different parties have been at he head of the establishment and the present proprietor is negotiating its sale again. On April 4th, F. W. Totten opened the place in the building formerly occupied by Todd Bros. drug store. May 7th the business was disposed of to H. A. Pench, who remained in control about three weeks. In the last three weeks four other men have been managing the place. The business has changed hands as follows: F. W. Totten to H. A. Pench to Mr. Webberking to Chas. Phifer to Dell Sumner to A. J. Ackerman. Mr. Ackerman acquired possession through a real estate deal with Mr. Sumner, and will probably dispose of the stock, either by private sale or by auction.

Weymouth, Mass.—J. E. Ludden will operate the business formerly conducted by the Baker Hardware Co.

Winfield, Kan.—Winfield & Miller have dissolved partnership, and the Hardware stove and plumbing business will be continued by W. S. Miller, under the firm name of Miller Hardware Co.

Fires.

Clare, Mich.—On July 2d fire damaged the Clare Hardware Co. to the amount of $10,000.

Jamestown, N. Y.—On July 7 fire was discovered in J. K. Miller's Hardware store at the Chautauqua Assembly grounds. Two public buildings, the Temple and Kellogg Hall, were burned. The total loss is estimated at $50,000.

Jefferson, Tex.—On July 1st the stock of the Gorrans Manufacturing Company, dealers in Hardware, implements, etc., was damaged to an amount between $75,000 and $90,000; insured for about half its value.

Paducah, Ky.—The wholesale and retail store of the Scott Hardware Co. was damaged to the extent of $38,000, with insurance for $30,000.

Reading, Pa.—On July 3d the Bright & Company Hardware store was damaged to the extent of $10,000.

Miscellaneous.

Nashville, Tenn.—On June 30th the Gray & Dudley Hardware Company mailed checks to its stockholders for the quarterly dividend of 1¾ per cent., declared June 15.

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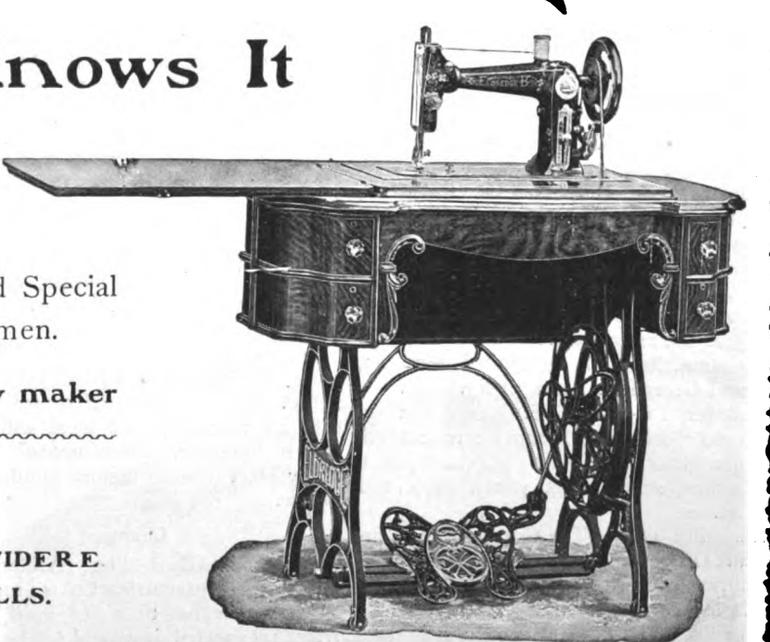
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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published,

New Incorporations, Etc.

Buffalo, N. Y.—The Tuttle Manufacturing Company has been incorporated. The company is capitalized at $50,000, and will manufacture and sell Tuttle posthole augers and other tools and implements. The directors are C. L. Tuttle and C. B. Ernst of Rochester and F. M. Higgins of Warsaw.

Chattanooga, Tenn.—The Gonce Lock Mfg. Co. has been incorporated with a capital stock of $10,000, to manufacture keyless combination locks, the patents for which have bene secured in this country and Europe.

Chicago, Ill.—Strube Machine Works has been incorporated. Capital $50,000. Manufacturing machinery and implements. J. B Paine, Wilbur Bassett, Edith Edgren.

Cincinnati, Ohio.—The Dana Mfg. Co., of Cincinnati, capital stock $10,000, has been incorporated to make ice cream freezers. S. F. Dana, George F. Dana, Frank Snook, Frank M. Roosa and J. Edward Sullivan, incorporators

Cincinnati, Ohio.—The Bennett Stove Co. has been incorporated with $20,000 capital, by Charles H. Bennett, Oliver B. Strauss, Thomas B. Paxton, Jr., J. D. Meeker and Enoch L. Stricker.

Cincinnati, Ohio.—Great Central Novelty Works has been incorporated by Horace D. Jones, George S. Bishop, Milton J. Schloss, Thomas W. Stevenson, Louis J. Haber. Capital stock $25,000. They will make display figures, etc.

Creston, Ohio.—The Wayne Handle Company has been incorporated. Capital stock $10,000. Josiah Williams, James S. Taylor, A. S. Tuttle, J. G. Matteson and W. J. McGrew incorporators.

Cleveland, Ohio.—The Dublin Crude Oil Company has been incorporated with a capital stock of $50,000. The incorporators are: D. H. Arthur, William A. Babcock, Charles B. Bleiler, M. J. Von Swearinger and F. W. Pendexter.

Frankfort, Ky.—The Foster-Mother Mfg. Co., of Boyd County has been incorporated. Capital $15,000. Hardware manufacturers.

Fulton, N. Y.—The Michael C. Ryan Co. of Oswego County, has been incorporated. To manufacture and sell novelties, metal goods, hardware specialties, etc. The capital stock is $5,000. The directors for the first year are as follows:: Michael C. Ryan, of Phoenix, Rollo G. Jermyn, of Scranton, Pa., and George H. Bond, of Syracuse.

Hanover, Pa.—The C. S. Garman Co. has been incorporated to manufacture Sarven, Warner, Star and plain wheels, spokes, hubs, rims, shafts, neck yokes, poles and whiffletrees.

Nashville, Tenn.—The Goodpasture, Tennison & O'Sullivan Mfg. Co. is another manufacturing concern that will soon be added to Nashville's list of enterprises. The firm will be located at 139 and 141 North Market street, and will manufacture all kinds of saddles and harness.

Oakland, Cal.—The old property at Benicia so long occupied by Baker & Hamilton for their agricultural implement plant has ben sold to a newly organized company incorporated under the laws of the State of Nevada as the Benicia Iron Works. It is understood that his change of ownership means a large increase in the capacity and output of the plant.

Pittsburgh, Pa.—The Chamberlain Weather Strip Co. has been incorporated with a capital of $5,000. James Bredin of Butler, Pa., is one of the principal shareholders.

Rochester, N. Y.—The Rochester Ideal Specialty Co. has been incorporated to make and sell a vegetable slicer and other novelties, with $3,000 capital stock. The directors are: Charles Erdle, Frederick J. Lander and Raymond A. Carroll.

Stamford, Conn.—The Davenport & Tracy Company has been incorporated. The corporation is organized with a capital stock of $130,000 for the purpose of manufacturing piano and other Hardware.

Syracuse, N. Y.—The Farmers' Industrial Union has been incorporated to manufacture agricultural implements. Capital $100,000. Directors: Walter McMullin, Syracuse; J. L. Kyne, East Syracuse; Charles H. Root Caledonia.

Syracuse, N. Y.—Syracuse Cutlery Company has been incorporated; to deal in cutlery. Capital $40,000. Incorporators and directors for the first year: John Gardiner, F. P. Cortigan, A. Klein, Syracuse, N. Y. They have taken over the business of the Juengel-Klein Company and will extend the business in the building at North Salina and East Willow streets. Next year the company will erect its own factory building.

Miscellaneous.

Cleveland, Ohio.—The Van Dorn Iron Works have secured a contract from the Board of Public Safety of Youngstown, O., for steel cells for a large annex to the city jail.

Kansas City, Mo.—At a recent meeting of the directors of the Landis Stove Company, W. E. Winner, president, resigned, and W C. Whetenburg was elected to the place. The board of directors was increased from six to nine and Mr. Whetenburg, M. Burns and W. P. Burns elected members.

Lafayette, Ind.—A meeting was held on June 25th by the directors of the Lafayette Stove Foundry Co., at which Superintendent Kendal was instructed to continue the work of arranging the building and making the necessary improvements. It is hoped that the factory will be in operation by the middle of August.

Syracuse, N. Y.—Arthur Klein of the Syracuse Cutlery Co. will go to Germany next month for the purpose of consolidating the original factory located there with the factory in Syracuse. This company will eventually erect a large factory building in Syracuse.

Changes.

Ashland, Ohio.—The Ashland Steel Range & Manufacturing Co. is prospering to a greater degree than its most sanguine friends expected it would. The company began doing business in January. Early in the spring a large foundry was built and now a wareroom 56x98 is being erected This latest addition extends north from the main buiding. It will have a basement and be the same height as the main building.

Chattanooga, Tenn.—The Chattanooga Plow Co. is erecting a power plant and grinding department and compressed air and electrical devices will be installed in the plant for the painting of plows and for driving the machinery of the plant. These improvements will involve the expenditure of $50,000.

Lansing, Mich.—The Central Implement Company of this city has been making extensive additions to its plant in Standish for the manufacture of farming tools. The company purchased the plant the first of the year on account of its proximity to the timber used in the manufacture of farming tools, and new buildings which will greatly increase its capacity have just been completed. Two new buildings of cement construction have been added to the plant. One of them is 58 by 178 feet and the other is 24 by 40 feet.

Newcastle, Pa.—The size and output of the Baldwin & Graham stove works of this city are to be largely increased. This has been decided by the board of directors of the Pittsburg Stove and Range Co., which controls the local plant, and seven other stove foundries of this district.

New Haven, Conn.—The general and executive offices of the National Wire Corporation are to be removed to New York for lack of facilities here.

Omaha, Neb.—Within the next few weeks work will be commenced on a new three-story brick building by the Allen P. Ely Co. at 1106 Douglas street. The building is to supplement the one now used by the company, which deals in machinery, engines and heavy Hardware. The building will be of brick and will cost about $30,000. It is to be 40 by 120 feet.

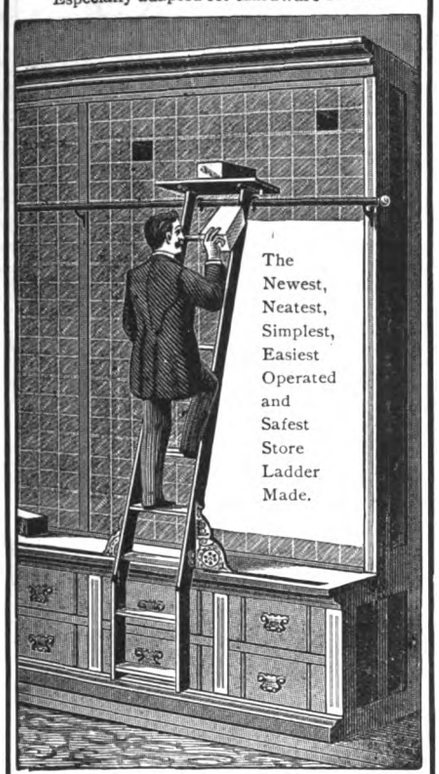
Pittsburgh, Pa.—The Pittsburgh Shovel Co., Frick Building, Pittsburgh, have just completed the erection of a new forge department at heir works at Leechburg, Pa. The new work includes an additional forge shop 40 by 60 feet, in which a complete line of modern drops, hammers, etc., for use in the manufacture of welded shovels has been installed.

Torrington, Conn.—Work has been commenced for the foundation for a two-story brick factory addition, 50 by 102 feet, to the large plant of the Union Hardware Company. The new building will be of regular mill construction.

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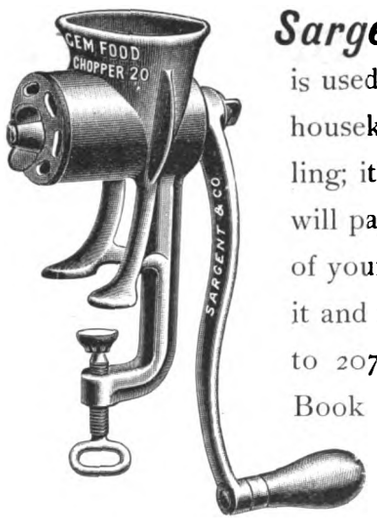
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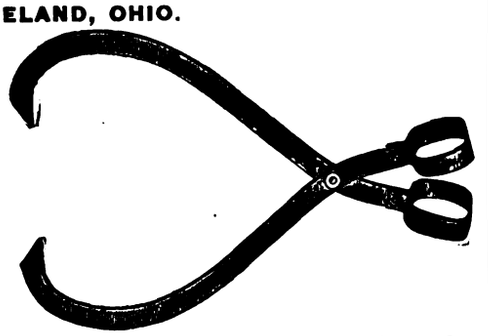
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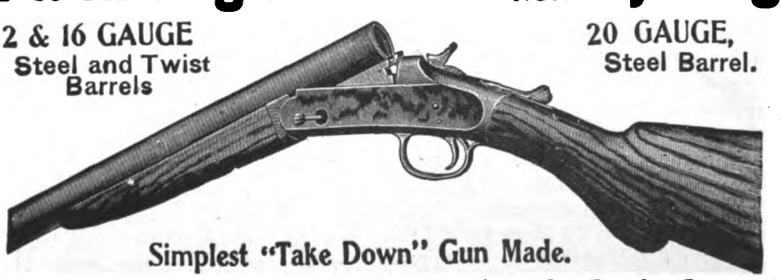
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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Davenport, O. T.—Gassett & Son have opened a new retail store here to deal in sporting goods, Shelf Hardware, paints, etc.

Grove, I. T.—The Grove Hardware Company has been incorporated to deal at wholesale and retail in sporting goods, Hardware, stoves, oils, etc.

Huntsville, Ala.—James F. Burnam, Milton Banier and C. C. Green have organized the Wear-Proof Pneumatic Tire Protector Company, incorporated with a capital stock of $2,000 for the manufacture of a leather tire protector patented by Burnam. The manufactory will be located in Huntsville.

Parsons, Kan.—H. C. Morehead has opened a new store at 115½ North Central Avenue to deal in sporting goods, cigars, books, etc.

Wellsville, N. Y.—The Kerr Turbine Company has been incorporated with a capital of $100,000. Incorporators: C. V. Kerr, Rutherford, N. J.; T. J. Applebee and W. L. Ward, Wellsville, N. Y.

Changes.

Bowling Green, Ohio.—Jones & Niver, dealers in sporting goods, Hardware, stoves, etc., has sold their business to G. W. Loomis & Co.

Bristol, Conn.—The New Departure Manufacturing Company is about to establish a branch factory at Berlin, Germany, for the manufacture of bicycle parts. A. F. Rockwell, manager of the company, and John Peterson, foreman of the assembling department, are now in that city to superintend the work. The new plant will employ about 50 hands. The company has shipped part of their automatic machinery to Berlin. The new plant will be in operation about August 1.

Chicago, Ill.—The Federal Mfg. Co. have sold the business, good will, etc., of the Thompson plant to H. J. Cassidy, and Mr. Cassidy has leased the plant.

Chicago, Ill.—Moran & Wolfersberger Gun Company have changed the firm name to Moran & Wolf Gun Company; capital increased from $10,000 to $100,000; directors increased from three to five.

Columbus, Ohio.—At a meeting of the directors of the Columbus Hardware Co. some time ago, it was decided to separate the wholesale and retail departments, which were being conducted at 143 South High Street. Promptly following this announcement came an offer from Leslie C. Mithoff to purchase the retail store, which culminated in a sale June 16, and the store will hereafter bear the name of the new proprietor, Leslie C. Mithoff. Mr. Mithoff is a thoroughly practical Hardwareman, having spent his entire life in the business, and this, coupled with the fact that the store room has been occupied for over 75 years by the Kilbourne-Jones Company and the Columbus Hardware Company respectively, is assurance that this latest move in ownership will prove a success. A full and complete line of strictly first-class Hardware and the largest line of sporting goods in Central Ohio will be carried, while an addition of kindred lines is now being considered. Frank Siebert, the city's pioneer gun man, will continue in charge of the sporting goods department.

Hillsboro, Iowa.—B. M. Eastburn & Son have purchased the sporting goods, Hardware, stove, agricultural implement and paint business heretofore carried on by H. H. Masden.

Norway, Kan.—Strain & Burton have disposed of their sporting goods, Hardware, stoves, farm implement and paint business to D. J. Burton.

Portsmouth, Ohio.—Lloyd, Adams & Simpson have moved their pistol manufacturing plant to their own new building at Front and Jefferson Streets.

Sand Point, Idaho.—E. D. Farmin has been succeeded by Thomaston Bros. & Hanson in the sporting goods, Shelf and Heavy Hardware, etc., business.

Seneca, Kan.—G. W. Williams is successor to William Winkler in the sporting goods, Hardware, stove, implement and paint business.

Springfield, Mass.—The whip stock of the late Alexander J. Comstock was sold at auction on July 8th.

Fires.

Evansville, Ill.—Damages to the extent of $3,000 was caused to the shop of H. E. Chandler, the bicycle dealer, recently. It was caused by the explosion of a brazing forge which resulted in the total destruction of the establishment, with all the bicycles in it.

Jamestown, N. Y.—A bicycle store conducted by W. L. Fox was totally destroyed on July 7th.

Wakefield, Mass.—The bicycle shop of Hughes & Dinan on Center Street caught fire from a naphtha lamp on July 10th and caused a loss of $300.

Miscellaneous.

Bellefontaine, Ohio.—The Orr spoke factory here has received an order from Spalding & Co. for a carload of baseball bats.

Elkhart, Ind.—The Acme Bicycle Co., which passed into the hands of a receiver some months ago, is still being operated by order of the court. The order is renewed from time to time.

Albany, N. Y.—The Albany Saw Company, at its annual meeting, elected Alexander H. Spierre president, Linneaus H. Burdick treasurer, Gaylord Logan attorney, and declared a dividend of 10 per cent.

Hartford, Conn.—The Hartford Rubber Works Co. made several changes in their board of directors at a meeting held June 7. C. H. Dale was elected president; William Seward, Jr., first vice-president; C. H. Hunter, second vice-president; James W. Gilson, secretary and treasurer. Henry Plows was appointed assistant to the secretary-treasurer, J. D. Anderson, and James W. Gilson were elected directors. Lewis D. Parker retired from the presidency.

SOME OF THE REASONS WHY HE WAS NOT PROMOTED.

We watched the clock.
He was always grumbling.
He was always behindhand.
He had no iron in his blood.
He was willing, but unfitted.
He didn't believe in himself.
He asked too many questions.
He was stung by a bad look.
His stock excuse was "I forgot."
He wasn't ready for the next step.
He did not put his heart in his work.
He learned nothing from his blunders.
He felt that he was above his position.
He chose his friends among his inferiors.
He was content to be a second-rate man.
He ruined his ability by half doing things.
He never dared to act on his own judgment.
He did not think it worth while to learn how.
He tried to make "bluff" take the place of ability.
He thought he must take amusement every evening.
Familiarity with slipshod methods paralyzed his ideal.
He thought it was clever to use coarse and profane language.
He was ashamed of his parents because they were old-fashioned.
He imitated the habits of men who could stand more than he could.
He did not learn that the best part of his salary was not in his pay envelope.—Orison Swett Marden in *Success*.

WORTH CONSIDERING.

Farwell, Ozmun, Kirk & Co., St. Paul, Minn., send out a little letter in which they give the addresses of a number of towns where they believe Hardware men could profitably locate. These towns include Baker, Minn.; Hawick, Minn.; Canton, Minn.; Simpson, Minn.; Russell, Minn.; Akely, Minn.; Clarissa, Minn.; Ruthton, Minn.; Randall, Minn.; Downer, Minn.; Brushvale, Minn.; Laurel, Minn.; Taylors Falls, Minn.; Butternut, Wis.; Taylor, Wis.; Hixton, Wis.; Trempealean, Wis.; Ogema, Wis.; Prairie Du Chien, Wis.; Fayette, Ia.; Troy, Idaho; Wardner, Idaho; Moreton, N. D.; Osnabrock, N. D.; Petersburg, N. D.; Edwall, Wash.; Provo, Utah; Mt. Pleasant, Utah; Ogden, Utah; Havre, Mont.; Chinook, Mont.; Kendall, Mont.

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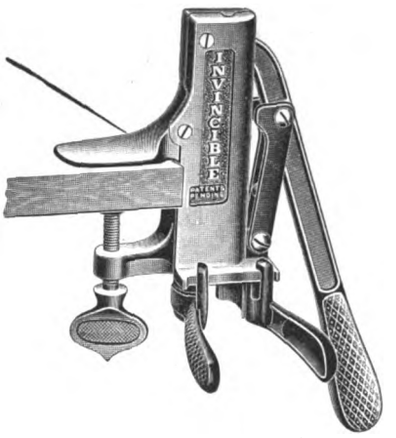
"INVINCIBLE"

Patent Cork Puller

WITH SELF-CENTERING SAFETY BOTTLE GRIP

QUICK ✂ STRONG ✂ RELIABLE

Draws and strips cork in one single operation of handle. No cork can ever remain inside. No mistake possible in operation. No tearing of corks. No breakage of screws or bottles. Made in both nickel plate and bronze finish.



HUGO REISINGER, Manufacturer
11 Broadway, NEW YORK

BEST BAR PULLER MADE



PUT IT WHERE IT'S GET-AT-ABLE.

Customers are attracted by the handsome show card on which these Punches are displayed and the accurate make and beautiful finish of this little necessity sells them on sight.

Retail Price, 25c.



The **National Card Punch**

A convenient Punch to carry on the key chain for marking Books, Cards, Tags, Poultry, etc. Sample by mail to trade on request.

MATT REDLINGER, - FREEPORT, ILL.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad received less than three lines.*

Business Opportunity.

YOUNG man with ten years experience in buying, selling and office work wishes to take an active interest in some profitable strictly legitimate business. Willing to invest eight to ten thousand dollars—Give full particulars. Must have first-class references. Address B. L., care of HARDWARE.

OWNER retiring from successful Hardware business offers to active experienced man whole or part interest. Look this up. Address Elston's Big Store, Norristown, Penna.

WANTED TO PURCHASE, Bankrupt Stocks or Discarded Patterns, and, in fact, anything in the Hardware, Paint or Stove line. Bael's Hardware Store. Trenton, New Jersey

Agents Wanted,

THE PUBLISHERS OF HARDWARE want Agents everywhere to solicit subscriptions. We pay liberal commission and in many ways assist our representatives in getting business.

For Rent.

FRONT PART of first loft 147 Chambers st., near Broadway, 22½x40 ft ; plenty of light; very desirable locality; especially suitable for Hardware office and sample room. Apply in the store.

Salesman Wanted.

SALESMAN calling on the Hardware trade and general merchants in the following states: Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Texas, Mississippi, Louisiana, Tennessee and Kentucky to handle cartridges on commission basis of 5 per cent. A. R. S., care HARDWARE.

WANTED AT ONCE: First class specialty men to sell a line of Cutlery to the Retail trade, in Ohio, New York State and the New England States, on a commission basis. Must cover the territory thoroughly and be up to date hustling sa es men. To such we have an attractive proposition, Address C. C. care HARDWARE,

TRAVELER ON COMMISSION, visiting the Hardware wholesale and retail trade in the U. S., wanted by Manufacturers of Razors. W. Evertz & Soehne, Graefrath-Solingen (Germany).

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it ?

HARDWARE PUBLISHING Co.,
309 Broadway, New York

Situation Wanted.

SITUATION WANTED:—I am an experienced Hardware and Stove salesman, steady, sober, 24 years old, can furnish you with first-class references. S. O. Nordquist, 1922 Dodge st., Omaha, Neb.



GOOD AGENTS WANTED TO SELL



For Sale.

50 new cold weld seamless steel pressure tanks (20 gallons capacity, tested to 200 lbs) each complete with double acting liquid or air pump, valves and pressure gauge; guaranteed to be in perfect condition—never used; cost each $25; will sell the lot $12 each. Address "A. P." HARDWARE.

For Sale.

THE HUDSON STOVE WORKS (including machinery, tools, patterns, etc., etc.), situated in the City of Hudson, N. Y., opposite N. Y. Central & Hudson River R. R., also Boston & Albany R. R. freight depots and within 100 yds. of the N. Y. & Hudson Steamboat docks on the Hudson River (shipping facilities not to be surpassed); will be sold cheap, on easy terms. For particulars address

H. F. DERNELL, Athens, N. Y.

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GET OUR PRICES BEFORE ORDERING



WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE **American Steel Roofing Co.**

Middletown, O.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. Send for Catalogue.

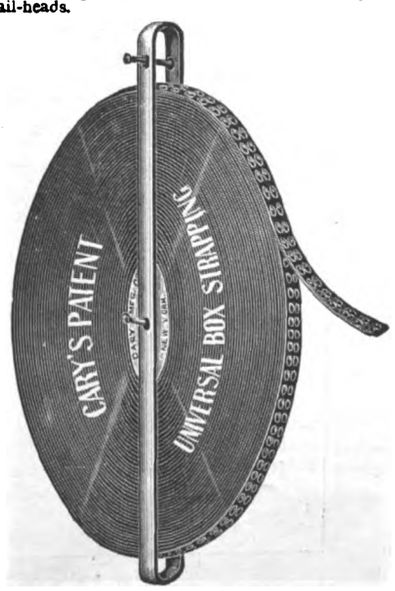
HARDWARE—

24 times a year

ONE DOLLAR.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

The **Mechanic's First Choice**



Atkins
Always Ahead

Atkins High Grade Silver Steel Hand Saws

will arouse the interest and excite the admiration of expert carpenters or builders quicker than any other saws on the market. The fine finish, symmetrical design, excellent workmanship, perfect quality, all appeal to them as being not only above the average, but the finest to be found.

These features sell the saws. Dealers should recommend ATKINS SAWS to mechanics who want the best. It's to their interest.

Write for catalog and mention this journal

E. C. ATKINS & CO., Inc.

Factories and Home Offices:
INDIANAPOLIS, IND.

BRANCH HOUSES:

New York City, 64 Reade St.		Chicago, Ill., 38 South Canal St.
Memphis, Tenn.	Atlanta, Ga.	Minneapolis, Minn.
Portland, Ore.	Seattle, Wash.	Toronto, Ont., 30 Front St., East

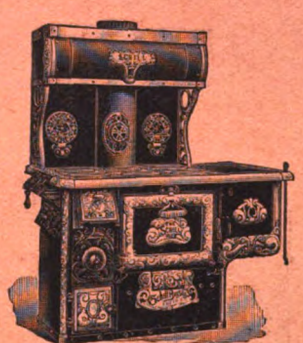
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1904-5 LINES of STOVES HEATERS &c., &c.



Schill

FURNACES STOVES & RANGES





Over 100 Styles and Sizes. The best value for the money offered the American people. Our catalogues are interesting. Free



The Schill Bros Co.,

Crestline, O.

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PERFECT COMBUSTION

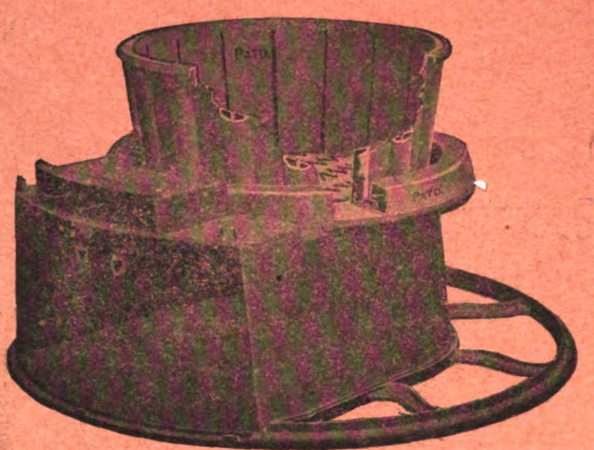
of every kind and quality of soft Coal, Coke and Lignite is secured through

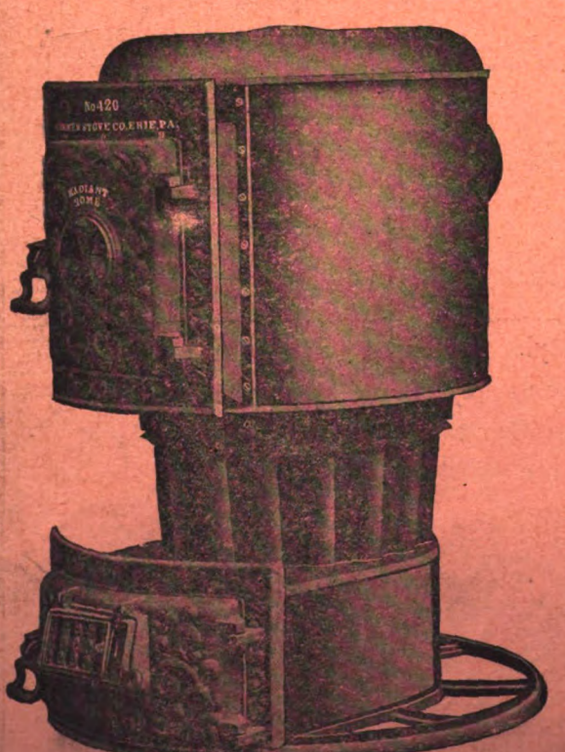
The Radiant Home
Force Draft Furnace

It gives the most intense heat with the cheapest grade of fuel, and burns Soft Coal as cleanly as Hard Coal.

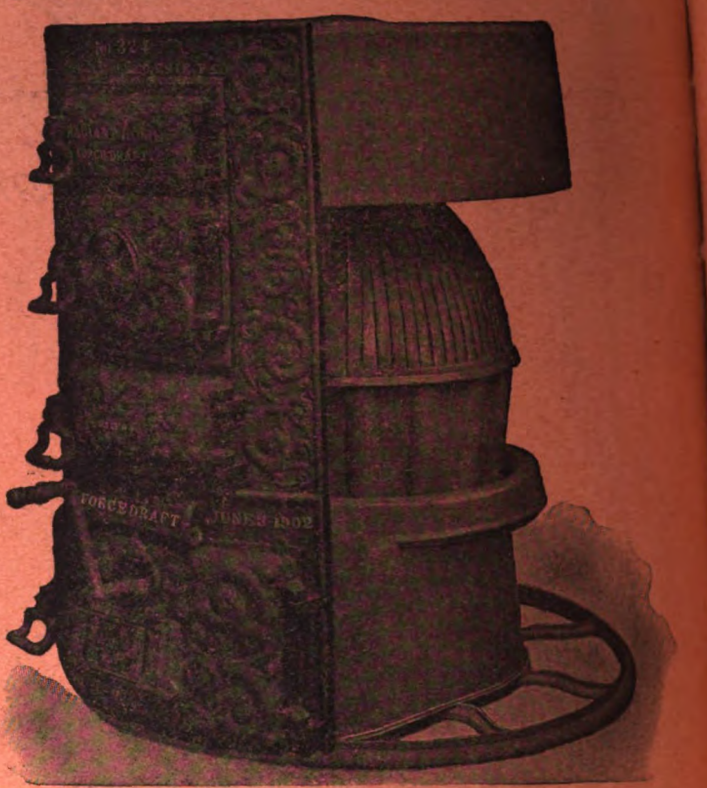
Large one-piece Radiator, large double feed doors.

Has Original Air Blast Fire Pot with Force Draft Ring. Guaranteed for five years.





THREE SIZES. Nos. 418, 420, 422



FOUR SIZES. Nos. 322, 324, 326, 328

A Most Powerful Heater

is the "Radiant Home." It has the only correct method for burning Soft Coal, Hard Coal, Coke, Lignite and Wood.

High in Quality-- Low in Price

Can be sold at retail at less than wholesale price of other makes.

Has Air Blast Fire Pot guaranteed for five years. Large heavy Radiator. Extra large Feed Door.

Let's quote you prices.

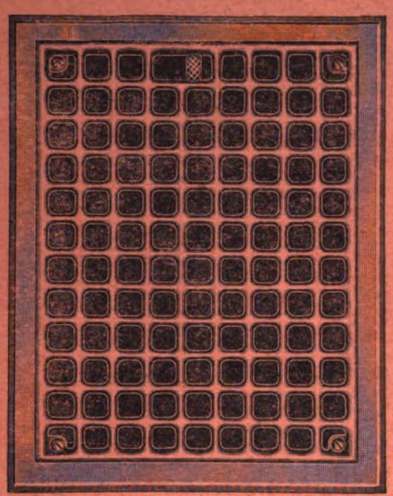
GERMER STOVE COMPANY

Western Branch:
231-247 NEWBERRY AVE.
CHICAGO, ILL.

Main Offices & Foundries:
Erie, Pa.

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"H & C" Wrought Steel Registers



Experience

has taught the Dealer that there are Registers and Registers — inferior Registers and the **"H & C" Kind.**

"H & C"

Wrought Steel Registers

will not break or warp. They weigh less than and the freight is less than cast iron Registers.

They're better packed, too — each Register in a strawboard box.

They have other good points — and we have other kinds.

ASK US ABOUT THEM

The **HART & COOLEY CO.**
NEW BRITAIN, - - - - CONN.
79 Chambers St. - - New York.
22 Lake St. - - - Chicago.

Stove Boards

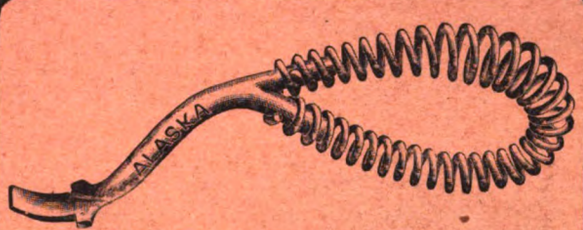
The excellent quality and finish which has characterized our stove Boards in the past is wrought into our line for 1904. It is complete



We manufacture them in Paper Lined, Zinc Paper Lined Crystal, Wood Lined Crystal, Paper and Wood Lined Embossed Round, Square and Oblong.

COOPER & McKEE.

119 Lorimer Street, BROOKLYN, N. Y.



You Hit It Right

when you include in your line of Hardware our

Alaska Stove Trimmings

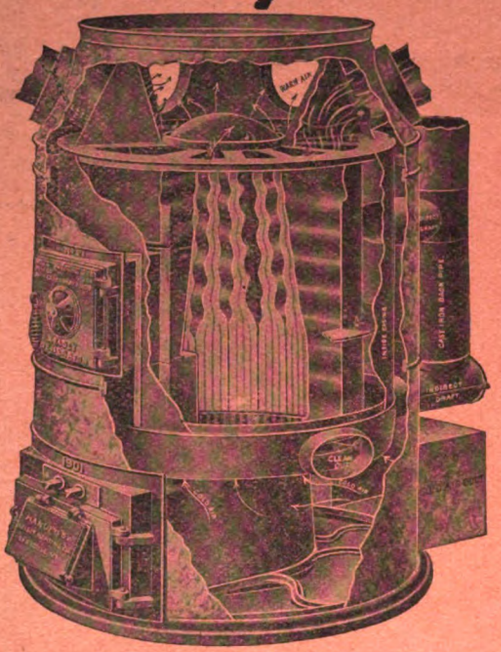
and HARDWARE

Other lines may be good—ours is faultless—the best. We can convince you of this if you'll ask us further particulars.

Troy Nickel Works
ALBANY, N. Y.

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24,000 Kelsey Warm Air Generators Sold--
Seven Hundred Dealers



are to-day selling KELSEY Generators and making money

We would like to interest you in the KELSEY GENERATOR, and will give you the exclusive KELSEY agency if you're willing to do your part.

We won't give you the agency—and thereafter let you paddle your own canoe.

The satisfactory results from the 24,000 sold, the recommendation of the users, and our making the KELSEY well known to the prospective buyer means constantly increasing demand and sales.

We're turning a good many of the inquiries received daily into orders for live KELSEY dealers.

Ask us for the KELSEY Agency—to-day.

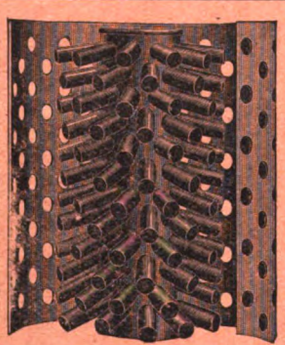
KELSEY HEATING COMPANY,
SYRACUSE, NEW YORK.

SECTIONAL VIEW
SHOWING INSIDE AND OUTSIDE CASINGS, CAST IRON BACK-PIPE AND POSITIVE CAP ATTACHMENT OVER THE FLUES THROUGH WHICH WARM AIR IS FORCED TO DISTANT ROOMS

New York City: 156 Fifth Ave.

WESTERN SELLING AGENTS: COOK & VAN EVERA CO., 38 E. Lake St., Chicago.

JAMES SMART MFG. CO., Ltd., Brockville, Ont.
Sole Makers for Canada.



4,866 sq. ins.

The Part that does the Business.

SAVE 1-2 YOUR FUEL
BY USING THE
ROCHESTER RADIATOR
IT WILL DO IT

TAKE a common sense view of heating—if you wish to heat a poker you will hold it over the fire, not at the side. We hold 96 to 120 pokers or tubes over the fire, each having a hollow air space in centre through which a current of air rapidly passes, sending the heat to all parts of the room, getting much greater results than any **DRUM** or side heater can give.

Inquiries from your town in answer to our advertising in all the leading Magazines and Family Papers are referred to you when you carry our goods in stock. Thus we sell them to you and then sell them for you.



Over 100,000 of them in use.
Write for Descriptive Catalogue and Prices

ROCHESTER RADIATOR COMPANY, 150 Furnace St. Rochester, N. Y.

Heating Stoves for Gas

The most complete line of specialties for the

NATURAL GAS TRADE

Appliances of all kinds for fuel gas. New Catalog 36 ready after August 1st.

Catalog 24 Natural Gas Fittings.
Catalog B Natural Gas Burners.

REINEKE, WILSON CO.
Makers of Good Gas Goods
PITTSBURGH
***The* Home of Natural Gas Industries**

REINEKE WILSON CO. GOOD GAS GOODS PITTSBURGH

Factory, Johnstown, Pa.



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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 63c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
22 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1 49
Gent. Fire.....35%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....30%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)...20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B. 25 lb bag.....$1.50
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 22 lb bag.....2 25

GUN WADS—⅌ 1000—

B. E., 11 up.....$ .60
B. E., 9 & 10......70
B. E., 8......80
B. E., 7......90
P. E., 11 up.....1.00 } 15%
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tool Co. ⅌ doz.
Hawkeye.....$2.25
Western.....2.75

Anti-Rattlers—

Arnaid, Quick Shift, per doz pair net.....
Burton's per doz. pair, Nos. 2 and 5.....$2.00
Per doz. pair, No. 1.....50c
Per doz. pair, No. 4.....75c
Miller's: ⅌ gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net. 7.20
Rat Holder, No. 1.....Net, 9.00

Anvils—

Vulcan "Horse-Shoe".....9¼c
Hay Hammer.....8¼@8½c
Anvils, ⅌ lb, net.....7¼@8c
Peter Wright's.....10½c
Trenton.....9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits..... } 40@40&10%
Car " ..... }
Machine Bits.....
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 33...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 35&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ⅌ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3 25
German Pattern, net.....$1 50@4 75
Mayhew's Diamond ⅌ dos. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....66c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch ⅌ doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ⅌ doz. $7.50; No. 20, ⅌ dos. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $3.50.....30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9.25

HATCHETS—

Hunt's, Underhill's Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓&5
Boys Axes.....33⅓&5%
D. Simmons & Co.:
Broad } 50&5%
Shingling and Claw }
Lath, Hunters', etc. }
Picks and Mattocks.....50%
Peck Edge Tool Co:
Hatchets, Shingling, etc.....33⅓ & 5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets...33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " " .....25 "
10 " firkins (6 in case)....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9 00 "
200 " ¼ bbls..... } .08½/lb
375 400 lb " .....

Balances, Spring—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....30%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....35@60%
Tinned, each, $10.50.....35@50%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....40&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@33⅓&10
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....70%
Western, Sargent's List....70@70&10%

Bellows—

Blacksmiths'.....65&10@70
Hand.....35&10%
Moulders'.....35&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched...45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10¼c
Standard	10¼c
Standard Manila	11½c
Manila	12½c
Pure Manila	13¼c

Bit Holders—

Angular.....45%
Extension:
Barber's, ⅌ doz. $15.00.....45@50%
Ives' ⅌ dos. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..⅌ dos. $3.00.....33⅓%
Excelsior ⅌ dos. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity ⅌ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Harts' Steel.....40&10@55&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves...60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@10%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....50@50&10%
Wrought Shutter, Standard list..40&10&10@50&10%
Wr't Sunk Flush, Sargent's list..50@50&10%
Wr't Sunk Flush, Stanley's list..45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....70&5@75%
Machine, Plain Nuts.....75@75&5%
Carriage, Common.....70&10@75%
Phila., Eagle, list May 24, '99.....80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Pertchester, Norway.....60%
Phila.....80%

STOVE AND PLOW—

Plow.....65&10%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		30&10
Millers Falls		7.50 15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Scrapers—
Bradley's.....20%

Box Strapping—
Cary Mfg. Co's. in case lots:
"Universal,".....30&10&10&10
Standard Metal Strap Co's:
Eclipse..... 20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'..... 60&5%
Barbers' Ratchet..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114%.....50&10%
No. 208@214%.....50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's .....0&10@60%

Brackets—
Brackets, Griffins Folding..... 70&10%
Brackets, Griffin's Pressed Steel 80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's in broken cases.....80&10%
Shelf, Plain, Regular list 66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co..... .25&10%

Bracket Sets—
Millers Falls Co. .. ..33⅓&10

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's..... ₩ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—
Standard. List, June 24,1903.90@90&10%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Sargent's 80%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's 40%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds 30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....30%
Plumbs 33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—
Ordinary Black Handle 35%
Humason & Beckley's..... .....40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Wrought Brass, list Sept.'96.20@20&10% & 5%

CAST IRON—
Loose Joint ....70@70&10%
Loose Joint, Japanned.....70@70&10%
Loose Joint, Jap. with Acorns.. 70@70&10%
Loose Pin.....70@70&10%
Mayer's Hinges .....70@70&10%
Parliament Butts.....70@70&10%
Fast Joint, Broad .....50@50&10%
Fast Joint, Narrow..... 50@50&10%

WROUGHT STEEL—
Table and Back Flaps.....75%
Narrow and Broad..... .....75%
Inside Blind ..... 75&10%
Loose Pin..... 75%
Loose Pin, Ball and Steeple Tip.....80&20%
Japanned, Ball Tip Butts .70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%
} Extra 10% to 10&10

Calipers—
Bemis & Call:
Double..... ..... 65%
Inside and Outside.....65%

Can Openers—
American..... ₩ gross, $1.75@$2.00
Goodell's Acme.....₩ gross, 6.00
Hopper's .....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix .....4 %
Sardine Scissors .....75&10%
Sardine Scissors, Forged Steel.. ₩ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50. .....75&10%
Universal, ₩ dos., $3.00.....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel..... 75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck .....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent's..... 70&10%
Weltons.....70&10%

Chain—
American Coil and HalterChains:
"American" .....40@45&10%
"Niagara" .....45@50&5%
"Eureka" .....45@50&5%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.00
¼	5.30
5-16	4.15
⅜	3.75
7-16	3.60
½	3.50
9-16	3.45
⅝	3.30
¾	3.25
⅞	3.20
1	3.15

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain ...
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain.....
Covert Mfg. Co., Stallion Chain..
} 40% & 2%
Galvanized Pump Chain .....4½@4¾c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron.....60&10@60&10&5%
Jack Chain, Brass..60&10@60, &10&10%
Oneida Wire Dog Chains.....45@50&5%
Trace, Wagon and Fancy Chains:
New List..... ...60@60&10%
Bridgeport. Trace chains.....65%
Stake " 65%
Heel " 30%

COW TIES—
American .....45@50%
Niagara .....45&5@50&10&5%
Covert Mfg. Co.:
Cotton .....45%&2%
Hemp.....45%&2%
Jute.....40&5%&5%
Sisal.....30%

Chain Guards—
Aluminum S. & N. Co.....50

Carpet Stretchers—
Montross' "Excelsior,"...₩ dos., $6.00.....30%
Bullard's.....33⅓%
Cast Iron Steel Points.....₩ dos.....80c
Socket.....₩ dos., $1.75@$2.00

Carpet Sweepers— ₩ dos.

National Sweeper Co., Marion, In.	
Marion Roller Bearing Regular finishes, full Nickel.....	$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel	27 00
Monarch, Roller Bearing, Nickel	28 00
Monarch, Roller Bearing, Japanned.....	20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel,	24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel....	32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel.....	36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned.....	33 00
Perpetual, Regular Bearings, Nickel.....	20 00
Perpetual, Regular Bearings...	18.00

NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise.....25@30%
Goodell's Family.....net ₩ dos. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes ... .70%@70&10
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70...16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels .....30&10%
Tanged Gouges ... .40&10%
Tanged Firmers' ....40%&10%
Tanged Gonges.....40%
L. & I. J. White, ...25&5%

COLD CHISELS—
Good quality, ₩ lb.....18@16c
Snell's Best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk— ₩ doz

Challenge Shank	$3.25
Star Shank	4.00
Star Socket	4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century.....20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—
Box and Side.....60%
Enterprise Mfg. Co. .....25@30
Lane Bro's Co 30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers. 70&10%@75%
Stevens' "Ideal".....25&10%
Stevens' "Leader"... .....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises 15%
Inshaves.....20%
Barton's ..... 20@20&5%
L. & I. J. White .....20@20&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co 33⅓%
Humason & Beckley Mfg. Co...50&10%
Samson.....₩ doz $10.00

Corn Hooks— ₩ doz
Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's .....net
Wadsworth's .....net $1.50

Countersinks—
Mayhew's Diamond..... 40@45%
Smith's.....20%
Snell's 40%
Wheeler's Patent.....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List 20%
Dixons: ₩ gro.
Eclipse.....7 in.$3.75 9 in.$4.88
Emerald 5.00
Oriole 5.00
Rainbow..... 3.12
Solid..... 7.50
Tailors, Black $5.62. Red & Blue$9.00

Curry Combs—
Kohler's 40%
The Metal Stamping Co. Ideal,..30&10%
Perfect.....40%
Rubber, ₩ dos. $7.50.....30&10%
Southington Cutlery Co.'s .....30&10%

Cutlery—
Fosters, Pocket..... .....20%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment) 40%
Leather (full assortment) .....40&10%
Walter B. Stevens & Son:
Brass 40%
Embossed Glit..... .....30&10%
Leather 40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's ....33⅓@40%
Columbia..... 50&10%
Eclipse .....60@60&10%
Home..... ... .50&10
Ogden's..... .....33⅓@40%
Pullman's Screen .....₩ dos. net $4.50

Door Holders—
Empire 50%

Door Springs—
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....20%
Pullman, Coil 20%
Star (Coil), list Oct. '95 .....20%
Torrey's Rod, 39 in. ₩ doz., net...$1.25
" " 48 in. " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs .....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners—
Iwan's Adjustable 25%
Iwan's Stationary.....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list..... ..... 75&10%
Sargent's List..... 60

Drawing Knives—
Standard Wakes.....70@70&10
Adjustable Handle.....2" @25&10%
Bradley's .....40&5%
Jennings & Griffin.....65&3&10%
Watrous .....16⅔&10%
L. & I. J. White .....30&5@3%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths' 60%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3.00.15&10%
Stearns' Bench.....30&10%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00 Adjustable No. 10, $12.00.....33⅓%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg.....30%
Enterprise Mfg. Co.... .....25&10%

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Egg Beaters—

Taplin Mfg. Co.: ₩gro.
No. 60 Improved Dover.....$6.00
No. 75 Improved Dover.....$6.50
No. 100 Improved Dover.....$7.00
No. 102 Improved Dover, Tin'd $8.50
No 150 Improved Dover, Hotel $15.00
No. 159 Imp'd Dover Hotel T'd $17.00
No. 200 Imp'd Dover Tumbler $8.50
No. 202 Imp'd Dover Tumble Td $9.50
No. 300 Improved Dover Mammoth, ₩ doz..... $250

Escutcheons—

Wood.....25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz

"Challenge".....$3.00
Popes.....3.00
Wilkinson's.....$3.00 net
Westerholm's.....$3.25

Faucets—

Frary's Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lanes.....$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American.....75&5%
Arcade.....75&5%
J. Barton Smith.....75&5%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75%
Great Western.....75&5%
Kearney & Foot.....75&5%
Mc Clellan.....75&5%
Nicholson.....70&10%
Nicholson's X. F. Files.....30@30&10%
Royal.....80@80&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Filters—

Acorn.....50%
Pulper's Natural Stone $3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78.00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler.....₩ doz. 30.00
Gun Cleaner.....₩ doz. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield.....₩ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%

Forks—

Geneva:
Two-Tine Hay and Boy...60&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines.....50&10&5%
Four-Tine Hay.....66⅔%
Long Three Tine, Grain, &c.....65%
Long Four-Tine Header, &c.....65%
Alfalfa, Deep Dish Header.....65%
Three-Tine Baler.....65%
Four-Tine Baler.....65%
Barley and Grain.....60&20%
Champion Hay.....66⅔%
Champion Manure.....60&15&2½%
Champion Header.....65%
Four Tine Manure.....65%
Five and Six Tine Manure 66⅔&2½%
Loading Forks.....70&2½%
Potato Digging.....60&10%
Baling Press.....60&10%
Table and Fish.....50&10&5

HEAVY FORKS—

Vegetable Scoop, Sugar Beet, Barn, Sluice, Cotton Seed, Coal and Coke, Stone, Tanners', Shaving, Oyster.....40&10%

Fruit, Wine and Jelly Presses.

Enterprise.....30@25%

Fry Pans—

Standard List.....70&10

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disstons' Mortise.....70%
Marking, Mortise, etc.. 50&10@50&10&10%
Stanley's.....20@20&10&10%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morse's.....25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots—

Enameled.....40%
Tinned.....35%

Graters—

Enterprise.....25@60%

Graphite, Lubricating.

Dixon's Pure Flake
632– 1 lb. cans.....20 cts. ea.
633– 5 " screw top tin cans, 85 cts. ea.
634– 10 " " " $1.60 "
644– 25 " boxes.....15 cts. lb.
645– 50 " " .....14½ cts. lb
646–100 " kegs.....14 cts. lb.
647–350 " barrels.....12 cts. lb.

Grindstone Fixtures—

Cronk's.....30%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters.....40&5%
Sisal Rope.....20%
Web Halters.....45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail.....10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack.....₩ doz. net $2.50
Maydole's.....33⅓&5@40&10%
Sargent's New List.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....⅓&7½%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb....
3 to 5 lb 40c lb.....75@75&10%
Over 5 lb 30c lb....
Wilkinson's Smiths.....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's.....₩ doz..$15.00

Handles—

WOOD—

Auger, assorted.....₩ gr. $2.75@3.00
Auger, large.....₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32½.....40%
Axe, Pick, etc.....50@5 &10
Bliss Mfg. Co.
Chisel, Brad Awl, File, Auger, Soldering Iron.....25@33⅓
Brad Awl.....₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted.....₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet,.....50%
Hoe, Rake and Fork.....60&10
"Simplicity" File Handles, ₩ gr. $.90@1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D. Handle, 40&5%
Shovel and Spade, Long Handles 50&5%

CROSS-CUT SAW HANDLES—

Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door—

Old Pattern.....60&10%
New England.....66⅔@70%
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's Covered.....50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's:
Standard.....50&10&10&5
Special.....50&10&10&5
Track for same.....₩ 100 ft. net, $3.75
Cronk's:
Nos. 1, 1½, 2 & 3.....60&10%
Nos. 11, 13.....70%
Nos. 21, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs.....60&10%
Myers' Stay-on.....50&10%
Wilcox's New Century.....50&10&10%

Hangers, Garment.

Pullman's.....₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard.....net, $3.35
Ball Bearing.....4.15
New Model.....3.85
New Champion.....2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B1488, 40 drawers, no partitions, run. ft., $3.65; net each.....$50.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each.....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft., $3.75; net each.....22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....23 57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each.....25 84
No 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's.....50%
McKinney's "Perfect," $1.10 ₩ doz.50%
Wrought.....85&10@90%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track.....$7.00
Myers Unloader, Wood Track..7.00
Comb. Car, Double Steel T.....7.00
Comb. Car, Wood Track.....7.00
Rev. Car., Double Steel Track .7.00
Rev. Car., Wood Track.....7.00
Myers Unloader, Cable.....7.00
Myers Unloader, Single Rail....7.00
Sure Grip Sling Car, Steel or Wood Track.....12.02
Double Rail Steel Track, complete with clamps.....₩ ft.....
Single Rail Steel Track complete with clamps.....₩ ft. .20
D. H. Fork Steel Regular...each, 1.60
Nellis Fork.....each, 3.00
Double Grapple Fork.....each, 7.00
Sprout's Shear Fork, each.....$1.50
Walker Fork, each.....2.50
Common 6 in. Wood Sheave Pulley, Fig. 433.....₩ dos. 3.20
Faultless Steel Frame K. P. Pulley, Fig. 435.....₩ dos. 4.00
Faultless Steel Frame 6 in. Plain Pulley, Fig 435.....₩ dos. 3.50
Malleable Frame K. P. Pulleys, Fig. 676.....₩ dos. 4.60
Reed Wood Frame Pulley with Hook, Fig, 434.....₩ dos. 4.00
Steel Frame Pulley with Iron Sheave. Fig. 565, ₩ dos.....3.50
Floor Pulley, Wood Sheave, Fig. 436.....₩ dos. 4.50
Hanging Hooks for Double Steel Track.....₩ dos. 1.40
Hanging Hooks for Single Steel Track.....₩ dos. 1.40
Hanging Hooks for Wood Track, 10 in.....₩ dos. 1.00
Hanging Hooks for Wood Track, 16 in.....₩ doz. 1.30
Floor Hooks ¾ in.....₩ dos 1.40
Malleable Rafter Brackets, ₩ dos. .70
Wrought Rafter Brackets ₩ dos .70
Rope Hitch.....₩ dos. 3 20
Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge, ₩ dos. net $9.50
Iwan's Hay, Imp. Serrated ₩ dos. net.....$10.00
Kohlers, Hay, Sickle edge per doz. net $10
Auburn Straw.....40&10%
Weymouth, Pat.....65&5%
Wadsworth's.....40&1

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net.....$8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, 6 to 12 in., ₩ lb, 8½c. 14 to 20 in., ₩ lb, 8½c. 22 to 36 in., ₩ lb, 8c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges	80&5%
Heavy Strap Hinges	80&20&10%
Light T Hinges	75&10&5%
Heavy T Hinges	75&5%
Extra Heavy T Hinges	80&20%
Hinge Hasps	70%
Corrugated Heavy Strap	80&20&10%
Corrugated Ex. Heavy T	80&20

Extra @ 10&10&5

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges.....40%
Bardsley's Patent Checking.....15%
Chicago Spring Butt Co.:
Chicago Spring Butts.....25%
Triple End Spring Butts.....50%
Chicago Ball Bearing Floor Hinge 50%
Garden City Fire Engine House Hinge.....25%
Chicago Saloon Door Hinge.....25%
Niles Manuf'g Co.....30%

GATE HINGES—

Clark's, Nos. 1, 2, 3.....50&10@60&10%
N. E., ₩ doz. $7.80.....60%
N. E., Reversible, ₩ doz. $5.60.....60%
N. Y. State, ₩ dos. $4.90.....60%
Western, ₩ dos. $4.20.....60%

BLIND HINGES—

Parker.....70&10%
Sargent's, Nos. 1, 2, 3, 5, 11, 13.....70&10%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ dos. sets.50&10%

Hitching Cords—

Covert Mfg. Co.....45¢ &2%
" " " .....
Hitchers Stall.....35%

Hoes—

Columbian, Field and Washington Co.....70&10%
Meadow and Rhode Island.....55%
Ladies', Boys' and Toy.....70&12½%
Onion, Turnip and Nursery..66⅔&12½%
Street and Mortar.....70&10&14%
Blackland or Southern Meadow..75&5%
Geneva Planters'.....75&12 5%
Straight Shank Planters...75&10&7½%
Mississippi Planters'.....75&10&7½%
Geneva Cotton.....70&10&14%
Ladies' Cotton.....75&7½%
Cotton Chopper.....75&12½%
Rough and Ready Cotton.....75&10%
Weeding Hoes.....66⅔&15%
Turf Edgers.....50&12½%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware... per 100 lbs, net $2 50

WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%

SILVER PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&5&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%

BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%

CAST IRON—
Ceiling, Sargent's list.....50&10@40%
Chandelier.....60@60&10%
Clothes Line, Sargent's list.....50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@60&10%
Wardrobe.....60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton.....₩ doz. $1.2
Wrought Staples. Hooks, &c. See Wrought Goods

WEAT—
Enterprise.....40%
Hunnason & Beckley, New List..85&10%

WIRE—
Atlas, New List, Single cases.....70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....10&10%
Wire Ceiling, Gem.....60&10%

MISCELLANEOUS—
Belt.....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks...85%
Grass, Wadsworth's.....60%
Cronks Grass.....₩ doz. $3 00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10	
A. C.		25c	23c	22c	21c	21c	40&5%

American, all sizes.....9¼c net

	Nos.	6	7	8	9	10	
Anchor & New Haven		23c	21c	20c	19c	18c	40%
	Nos	6	7	8	9	10	
Ausable		26c	26c	25c	24c	23c	50&10%
C. B. K		25c	23c	22c	21c	21c	40%
Capewell		19c	18c	17c	16c	16c	10&5%
Champlain		28c	26c	25c	24c	23c	40@40&10%
Clinton Fin		19c	17c	16c	15c	14c	30&10%
Essex		28c	26c	25c	24c	23c	40&10@50%

Lyra, all sizes.....9¼c net
Maud S.....25c 23c 22c 21c 21c.....50%
Naponset, Nos. 5 to 10, ₩ lb.....12c
Northwestern 25c 23c 22c 21c 20c 25@25&5%
Putnam.....23c 21c 20c 19c 18c...35¼&
Vulcan.....23c 21c 20c 19c 18c.25&10%
Western.....9¼c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4 00
Steel, per keg.....3 85

Horse Ties—
Covert Mfg. Co.:
Cotton.....45% & 2%
Hemp.....45% & 2%
Jute.....40&5&5%
Sisal.....30%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....60&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ₩ doz. $6 00. 25@30%
No. 34. ₩ doz. 15.00. 25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws

Kettles—
Spun Brass. Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓&
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sand stone.....$1.50 per doz
} 40%

Knobs—
Bardsley's Wood Door Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Head. ₩ gr. $1.25@1.50
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door.....Net, $2.00

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M, S. C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel.....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.	
₩ doz.	$12.00	$15.00	$24.00	30%

Kobler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co.....$85.00

Leaders, Cattle—
Covert Mfg. Co.....35%

Leads—
Covert Mfg. Co.
Cotton.....45% & 2%
Hemp.....45% & 2%
Jute.....40&5%
Sisal.....30%

Lead Pipe, Etc. ₩ lb
Bar Lead.....5¾@6c
Block Tin Pipe.....40c
Lead Pipe, full lengths.....5to5¼
Lead Pipe, Tin Lined.....12c
Sheet Lead, full rolls.....6c

Lemon Squeezers
Berger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40.....20%
Hotchkiss, Straight Flush, ₩ doz. $9.60
Jennings' Star.....₩ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....
Porc. Lined, Wood.....₩ doz
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....2: &10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....20&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Col. ₩ doz. $7.50...20%
Wire Clothes, 100 feet, Nos. 18 to 20. 45@45&5%
Nos 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co.....40%
R & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....40&10%

CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9 00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....60%

TRUNK—
Corbin's.....35&10%
Eagle.....40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&5&5%
Lignumvitæ.....45@5&5&5%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden.....33⅓&
Regular Goods.....70%@70&10%

Meat Cutters—
American.....30%

	Nos...	1	2	3	4	5	6
	Each..	$5	$7	$10	$25	$50	$60

Dixon's.....₩ doz. 30&10@40%

	Nos	1	2	3	4
		$14	$17	$19	$30

Enterprise.....25@25&7½&5
Nos.... 5 10 12 20 23 32
Each... $2 $3 $2.75 $6 $4 50 $6
Little Giant.....33⅓@40

	Nos...	305	310	312	320	322
		$35	$48	$44	$72	$68

Woodruff's, ₩ doz.....30&10@40%

	Nos	100	150
		$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent.....₩ doz. $400.40%
Sargent's.....60@60&10%

Mitre Boxes—
C. E. Jennings & Co.....35&10%
Seavey's, ₩ doz. $30.....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85&10@60%

PICTURE—
Niles' Patent.....$40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs.....₩ doz. net $7.50
Black Hawk, ₩ doz.....$9.00
Cyclops.....40&10&5%
Cronk's.....₩ doz. net $12.00
Eureka, No. 74.....doz. net $4.50
Eureka, No. 75.....doz. net 3.00
Giant, No. 1, ₩ doz. $18.00; No. 1½ $16.50; No. 2, $15.00.....50&5%
Lightning.....₩ doz. $18.00, 20%
National.....₩ doz. $4.00, 40%
Pelican.....₩ doz. $2.00, 40@40&10%

Nail Sets—

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	8.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:

Octagon ₩ gr.	$5 25
Corrugated	6.75
Knurled	6.75@7 50

Nippers—
Acme.....80%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00...40%
Acme, Nickel Plated.....30.00...40%

Nuts—
Cold Punched: Off list
Mfrs. or U. S. Standard.
Square, Plain.....$5.10
Hexagon, Plain.....5.00
Square, C. T. & R.....5.00
Hexagon, C. T. & R.....5.00
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....5.00
Hexagon, Blank.....5.00
Square, Tapped.....5.00
Hexagon, Tapped.....5.00

Oils—
Linseed, City Raw, in barrels, ₩ gal. 48c
Linseed, City, Boiled, in barrels, ₩ gal. 48c
Out of Town on Spot.....₩ gal. 42c
Calcutta, Raw, in barrels...₩ gal. 55c
Lard, Prime City...₩ gal.....56@ 58c
Lard Extra, No. 1.....49@51
Lard, No. 2.....36@38

Oilers—
Brass and Copper.....60&10
Tin or Steel.....65&10
Cushman & Denison's: ₩ doz.
Gem.....$ .90
Leader.....60
Perfect Oilers.....1.20
Star Pocket Oilers.....75
"Paragon," Brass.....45@50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70@70&10%
Zinc and Tin.....40@40&10%
American Tube & Stamping Co., Spring Bottom Cans.....70@70&10%
Railroad Oilers, etc.,.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe...8c per lb.
" Small "..10c " "
Queer Creek Axe....20c " "
} 40%

OIL STONES—
Pikes'
Lily White Washita....60c ₩ lb.
Rosy Red " ....60c " "
Extra " ....50 c " "
No. 1 " ....40 c " "
No. 2 " ....30 c " "
Lily White " Round, Edge Slips.....90 " "
No. 1 Washita, Round Edge Slips.....70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5¼ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5¼ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5¼ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5¼ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, (20c ℔ lb; Chocolate " (50c " "; Regular Hindostan (8c " "; Small Hindostan (10c " " } 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet Red ..... 50&10%
Pure Packing "Excelsior" 50%
Extra 50%
MISCELLANEOUS— ℔ lb
American Packing ..... 8c@10c
Cotton Packing ..... 16c@25c
Italian Packing ..... 10½c@19c
Jute ..... 4½@6½c
Russian Packing ..... 9c@18c

Padlocks—
See Locks.

Parers—
APPLE— ℔ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7.50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 86.00
New Lightning 7.50
Reading, 78 ..... 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00
POTATO— ℔ doz.
Saratoga $7.00
White Mountain 6.00

Pencils
Dixon's: ℔ gro.
Carpenter's ..... $1.17@6.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.87
Colored Lumber 9.00
Black Artists 9.37
Colored ..... $4.38@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 23, 1899. ..... 70@70&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%
IRON PLANES—
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 60@60&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%
PLANE IRONS—
Buck Bros 30%
Butcher's ..... $5.00@5.25 to $
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button ..... 70&10@75%
k & Carrier:
Pliers
No. 1 ..... 60 & 10%
80 ..... net, $9.00
40 ..... 75%
50 ..... 60%
65 ..... 40%
70 ..... 50%
80 ..... 40%
85 ..... 40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%

Plow Bolts—
See Belts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10 @75%
Stanley's ..... 30&10@30&10&10%
Stanley's Duplex ..... 20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 25%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 40@40&10
U. S. Metal Polish Paste, 8-oz. boxes, ℔ doz ..... $ .80
℔ gross 4.80
½-lb. boxes, ℔ doz 1.25
1lb. boxes, ℔ doz 2.25
U.S. Liquid, 8-oz cans, ℔ doz 1.25
gross 12.00
Barkeeper's Friend Metal Polish, ℔ doz 1.75
℔ gross 18.00

Polish, Stove—
Black Eagle Bensine Paste, 5 lb cans, ℔ lb 10c
Black Eagle, Liquid, ½ pt cans, ℔ doz. 75c
Black Jack Paste, ¾ lb. cans ℔ gro. $9.00
Black Kid Paste, 5 lb can, each .. $0.65
Ladd's Black Beauty gro $10.00, .. 50%
Joseph Dixon's ..... ℔ gro. $0.75, 10%
Dixon's Plumbago ..... ℔ lb 8c
Fireside ..... ℔ gro. $2.50
Gem ..... ℔ gro. 4 50, 10%
Japanese ..... ℔ gro $3.50
Jet Black ..... ℔ gro $3.50
Peerless Iron Enamel, 10 oz cans ℔ doz $1.80
Wynn's:
Black Silk, 5 lb pail ..... each 70c
Black Silk, ½ lb box .... ℔ doz $1.00
Black Silk, 5 oz box, ... ℔ doz $0.75
Black Silk, ½ pt. liq .... ℔ doz $1.00

Poppers, Corn—
Square, ... ℔ doz. ℔ gro
1 qt ..... $ 9.00
1½ qt 11.00
2 qt 13.50

Post Hole Diggers— ℔ doz.
Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 9.50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 13.00
New Champion .... " " 5.50
Rival ..... " " 7.50
Ryan's ..... ℔ doz. $30.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ℔ doz. net, $8.25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ℔ doz. net .. $6.00

Post Hole Diggers—
Iwans. ℔ doz.
Split Handle, ... net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand ..... ℔ doz. net $6 50
Atlas Pattern ..... ℔ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2½
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw .. ℔ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ℔ doz., $12.00, 25@25&10%

Smith's:
Pruning Shears ..... 6 & 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P., S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel 50%
"Grand Rapids" all steel 50%
Hay Fork, Swivel Eye, ℔ doz., 4-inch, $3.75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ℔ doz., $5.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70 .. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ℔ doz., $12.00 ..... 40%
Side, Anti Friction 60%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz $7.50
Mechanical, net per doz 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 396, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 396, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 397, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 397, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 391, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 398, 3 in. Deep Well Pump 17.00
No. 56, Fig. 391, 3 in. Shallow Well Pump 14.00
No. 80, Fig. 392, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 393, 2¼ in. Deep Well Pump 15.00
No. 72, Fig. 393, 3 in. Deep Well Pump 15.00
No. 102, Fig. 446, 3 inch Lift Pump 9.00
No. 108, Fig. 446, 3½ in. Lift Pump 11.00
No. 128, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 288, Fig. 389, Windmill Pump 13.50
No. 295, Fig. 403, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 28.00
No. 300, Fig. 477, Spray Pump, complete 11.50
No. 320, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 208, Fig. 513, Low Down Tank Force Pump ..... net, 5.00
No. 320, Fig. 498, Bucket Spray Pump ..... net, 3.00

Punches—
Semis & Call Co.'s:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
℔ 100 feet $1.40 1.65 2.60
Barn Door, "None Better" No. 1, ℔ foot 5½c
Barn Door, "None Better" No. 2, ℔ foot 4c
B. D. for N. E. Hangers:
Angular, ℔ foot, 6c 70%
Double Flange, ℔ foot, 8c 70%
Carrier Steel Rail, ℔ foot 4½c
Cronk's: ℔ foot.
O. N. T. Style, No. 13 ..... 3½c
Double Braced 3½c
Lane's:
O. N. T. 1 in. ..... net, $3.00
O. N. T. 1½ in ..... net, 3.75
Stowell's Wrought Steel 25%
Sliding Door, Bronzed Wrought Iron, ℔ foot 5½c
Sliding Door, Steel, Brass Plated, ℔ foot 5½c
Sliding Door, Wrought Brass, 1⅛ in., ℔ lb, 35c ..... 35@30%
Victor Track Rail, 7c ℔ ft .. 60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 80%
Anti-Clog Lawn 75%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers:
Net
Lawn Queen 20, $3.45
" " 24, 3.60
Jumbo Lawn 36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden, 10th 2.21
" " 12th 2.40
" " 14th 2.64
" " 16th 2.88
Geneva Garden and Gravel 70%
Geneva Weldless Garden ..... 75&15%
*Toy Shank, Steel 70%
*Mall, Heavy Braced Curved ... 70&10%
*Mall, Light Braced Straight .. 70&10%
*Mall, Heavy Sgl. Shank " .... 70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp .... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 30%
Woetenholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned ....
White Japanned ....
Bronzed Finishes .. } 70 to 75%
Electro-Plated .....
Nickel Plated .....
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ℔ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs 60%
Hose with Burrs ..... 50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners ..... 75%&5
Miscellaneous ..... 75%&5%

Rivet Sets—
Regular List 70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
℔ doz. 1.00 .60 .75 .75 .90 .75

Rope—
Cotton Rope, Best, ℔ lb
¼ inch and larger ..... 18c@25c
Medium ..... 10@12c
⅛ in. and larger ..... 12@12c
Common ..... 12@12c
Jute Rope:
A grade 6c
C grade 5½c
Manila:
7-16 in. and larger 11½c
⅜ in 12c
¼ and 5-16 in 12½c
Sisal:
7-16 in. and larger ..... 8½@9½c
⅜ in ..... 9@10c
¼ and 5-16 in ..... 9½@10½c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory ..... 35&10@35&10&5%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's. 50&10@50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases ... ℔ 100 lbs $2.75
Bronze Finished in Cases" ... 3.15
Aluminum Finish " " " 2.95
Full Nickel " " " 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. ... 20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel ..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10@60%
Garnet Paper 25%
Flint and Emery Paper .. 50&10@60%

Sash Balances—
Caldwell Mfg. Co 50%
Pullman ..... 50&10@60%
Victor Bronze 75%
Victor Steel 70%

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co, ... 70%
Pullman Bronze 70%
" Cop Steel ..... 70&10&10%
Royal Metal ..... 65&5%
Steel B. C. Co ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ℔ lb 16@18c
Cable Laid Russia ..... ℔ lb 15c
Common India ..... ℔ lb 10@10½c
Patent Russia ..... ℔ lb 14c
Patent India ..... ℔ lb 12½@13c
Silver Lake:
A Quality, Drab ..... ℔ lb 40c
A Quality, White ..... ℔ lb 35c
B Quality, Drab ..... ℔ lb 35c
B Quality, White ..... ℔ lb 30c

Sash Fasteners.
Ives "Crescent" 50%
Imperial 33⅓%
Sash Rollers 70%
Ives Casement Fasteners 40%
Champion 50%
Monitor, Steel 25%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 50%
Champion Side 60%
Ives' Patent:
Wrought Metal 55%
Cast Metal 62½%
Window Ventilating Lock 60%
Payson's Signal 80%
Pullman Pat. Ventilating 25%

Sash Weights—
Ton lots at factory $23.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co ..... 25@25&7½%
National Specialty Mfg. Co 30%

Saws—
Atkins:
Band 2 to 14 in. Wide 50
Band ⅛ to 3-16 in. Wide 60

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¾ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 100, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ₩ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....₩ doz. $6.00
Excelsior Saw Tools.....₩ doz. 6.00
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. net $8.50
"Royal".....₩ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ₩ doz.....$4.75
Stillmans.....₩ doz. 1.00
Tainters Positive.....$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.60@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6 00.....40&10%
Box, 1 Handle.....₩ doz. $2.00
Box, 2 Handle.....₩ doz. $3.50@4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₩ doz. $2.50

Screens—

DOOR—

Phillips: ₩ doz.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛-in., Style G, Common Screen Doors Imitation Walnut.....6 75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....60&5&2½%

Screw Drivers—

Brace Screw Drivers.....25&10&5%
Buck Bros.....30%
Screw-Driver Bits.....97½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01.....₩ doz. $6.00 net
Electric Spiral No. 02.....₩ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets, No. 3.....$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....60%
Sargent & Co.'s:
No. 1 Forg. Blade.....50&10@50&10&5%
Nos. 20 and 40.....60%
Screw-Driver Bits (Snell's) ₩ doz.....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.....60&10%
No. 66.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.....87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head.....85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head.....77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899.....80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $3.00; 1¼, $3.50; 1½, $4.25
Bench, Wood, Beech.....33⅓&35%
Chair.....60&10%
Hand, Wood.....33⅓&35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ₩ doz.

Wadsworth's:
Natural Finish, Grass.....
Polished Blade, Grass.....
Painted or Bronzed, Grass.....
Clipper, Grain.....
Weed and Bush.....
} 20%

Scythe Rifles.

3- "oat.....$10.00 ₩ gro.
4- " .....$12.00 " " } 40%

Scythe Stones.

No 1 Indian Pond.....$7 00 ₩ gro.
No 2 " " .....4 50 " "
White Mountain.....9.00 " "
Black Diamond.....12.00 " "
Lamoille.....11.00 " "
Green Mountains.....6.00 " "
Leader Red End.....4.50 " "
Willoughby Lake.....9.00 " "
Extra Quinnebog.....7.00 " "
Pike's Corundum.....24 00 " "
" Emery.....15.00 " "
} 40%

Seeders—

Raisin, Enterprise.....20@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....35%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ₩ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....₩ doz. $1.75; ₩ gro. $18.00

Slaters Tools—

Plumbe.....80%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9.....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....₩ gro. $16.50@$20.00
2 Knives.....₩ gro. 23.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....
German, new list.....40%
Sargent's:
Patent Guarded.....60⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&2%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%&2%
Double for Bits or Trace Carrier..45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&5%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son, Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

₩ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10@70%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 80c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....80%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....80&10&@ 80&10&1

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders—

Lane's.....0%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&25%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&40&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&10%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ₩ doz., net.....$5.00
Columbia, No. 2, ₩ doz., net.....1.05
Little Jack.....₩ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....40@40&10%
Steel.....30&5@35%
Chesterman's.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....80&30%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ₰100.....net. $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₰ doz. $1.25, ₰ gro. $12.00
Globe.....₰ doz. 1.25, ₰ gro. 12.00
Harper.....₰ doz. 1.40, ₰ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@75&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₰ doz...$1.00, 10%
Mouse, Wood, Choker, ₰ doz. holes, 9c

Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ₰ doz...$12.00
No. 3, Rat, ₰ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ₰ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ₰ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ₰ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ₰ gro., $15.00; No. 2, ₰ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ₰ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ₰ gro.....$ 9.00
" " 4, ₰ gro.....27.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%

C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....₰ gross, net, $5.00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....30%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%

Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%

Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2½
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2½

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....₰ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 30.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " ...67½%
Nos. 19 to 30 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 85&10@85&10%&10
Stub's Steel Wire.....$6.00 to $ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80&10%
Painted Screen Cloth, good quality, ₰100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....80%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₰ doz. $1.50

Wrenches—

Agricultural.....80&5%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Machinists.....66⅔%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....80&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....80@88½%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60@60@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&7½
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₰ gal. 39c
Linseed, City, Boiled, in barrels, ₰ gal. 41c
Out of Town on Spot.....₰ gal. 38c
Calcutta, Raw, in barrels.....₰ gal. 65c
Lard, Prime City.....₰ gal.....61@62c
Lard, Extra, No. 1.....51@52c
Lard, No. 2.....39@40c

Paints and Colors—

Barytes, Foreign Floated, ₰ ton, $19.00@$21.00
Barytes, American Floated, ₰ ton, $19.00@$20.00
Barytes, Crude.....₰ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₰ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₰ lb. net 7c
In lots of 500 lbs. and over...₰ lb. 6½c
White Lead, Eng., in Oil..₰ lb. 8½@9½c
Litharge, Kegs.....₰ lb. 6¾@7¼c
Zinc, American, Dry.....₰ lb. 4 5-8@5c

Putty—

In bulk.....1¼@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....56@ 56½c
In machine bbls.....56½@ 57c

Dry Colors—

	₰ lb.	
Blue, Chinese	30 @35	c
Blue, Prussian	28 @34	c
Blue, Ultramarine	5 @20	c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3½@ 7½	c
Umber, Turkey, burnt	2½@ 3½	c
Umber, Turkey, raw	2½@ 3½	c
Green, Chrome, Ordinary	5 @ 7	c
Green, Paris, in kegs	12½@14½	c
Indian Red, American	3 @ 3½	c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best	13 @15	
Black Lampblack, common	8 @10	c
Blue, Chinese	35 @40	c
Blue, Prussian	32 @35	c
Blue, Ultramarine	14 @18	c
Sienna, burnt	11 @13	c
Sienna, raw	11 @13	c
Umber, burnt	11 @13	c
Umber, raw	10 @13	c
Brown, Vandyke	10 @13	c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

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Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

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Novelty Mfg. Co., Jackson, Mich.

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American Fork and Hoe Co, Cleveland, O.

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Magnolia Metal Co., New York.

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Chandler & Farquhar, Boston

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Fire Door Hangers.
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.
Fire Pots.
Clayton & Lambert Mfg. Co., Detroit, Mich.
Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.
Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.
Flint Paper.
Baeder & Adamson Co., Phila. and New York.
Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.
Folding Tables.
Udell Works, Indianapolis, Ind.
Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.
Forgings (Automobile).
Thomson Drop Forge Co., Plantsville, Ct.
Forgings, Carriage.
Columbus Bolt Works, Columbus, O.
Forgings (Special).
Thomson Drop Forge Co., Plantsville, Ct.
Frame Pulleys.
Sargent & Co., New York.
Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.
Fruit Presses.
Enterprise Mfg. Co of Pa., Philadelphia.
Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.
Galvanized Wire.
Fuller Bros. & Co., New York.
Garden Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Garnet Paper.
Baeder & Adamson Co., Phila. and New York.
Gasoline Arc Lamps.
Standard Gas Lamp Co., Chicago, Ill.
Gasoline Lighting System.
Standard Gas Lamp Co., Chicago Ill.
Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.
Gauges.
The H. H. Mayhew Co., Shelburne, Falls, Mass.
Gauges, Butt.
Stanley Rule and Level Co., New York.
Gimlets.
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.
Glass Cutters.
The H. H. Mayhew Co., Shelburne Falls, Mass
Glass Water Coolers.
Appert Glass Co., New York.
Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.
Grain Cradles.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Grain and Barley Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.
Grass Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Grates.
Blacklock Foundry, South Pittsburgh, Tenn.
Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.
Guns.
Alfred Field & Co., New York.
J. Stevens Arms & Tool Co.,
Hack Saws.
E. C. Atkins & Co., Indianapolis and New York.
Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Halter Chains.
Covert Mfg. Co., West Troy, N. Y.
Hack Saw Blades.
E. C. Atkins & Co., Indianapolis and New York.
Halters, Web and Rope.
Covert Mfg. Co., West Troy, N. Y
Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.
Hand Elevators.
Storm Mfg. Co., Newark, N. J.
Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.
Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira.
Fred. F. Bischoff & Co, Chicago, Ills.
N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.
J. E. Porter Co., Ottawa, Ill.
Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira. N. Y.
Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland Ohio.
Hangers, Parlor Door.
Fred. F. Bischoff & Co., Chicago, Ills.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wi
Lane Bros. Co. Poughkeepsie, N. Y.
Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.
Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York.
Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Harness Dressing.
Frank Miller Co., New York. N. Y
C. L. Hauthaway & Sons, Inc., Boston. Mass.
Harness Oil Blacking.
C. L. Hauthaway & Sons, Inc., Boston, Mass.
Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.
Hasps and Staples.
Griffin Mfg Co., Erie, Pa
McKinney Mfg. Co., Allegheny, Pa
Hatchets.
Peck Edge Tool Co., Cohoes, N. Y.
Hay Carriers.
J. E. Porter Co., Ottawa, Ill.
Hay Carrying Tools.
F. R. Myers & Bro., Ashland, Ohio.
J. E. Porter Co., Ottawa, Ill.
Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
J. E. Porter Co., Ottawa, Ill.
Hay Fork Pulleys.
John C. Kupferle, St. Louis, Mo.
Hay Slings.
J. E. Porter Co., Ottawa, Ill.
Header Forks.
Geneva Tool Co., Geneva, O.
Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.
Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.
Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.
Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.
Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.
Horse Clipping Machine.
American Shearer Mfg. Co., Nashua, N. H.
Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Neponset, Boston Mass.
Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.
Hose Pipe.
F. R. Myers & Bro., Ashland, Ohio.
Hose, Rubber.
F. R. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.
Ice Balances.
John Chatillon & Sons, New York.
Peloube Scale & Mfg. Co., Chicago.
Ice Chisels.
John Chatillon & Sons, New York.
Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Specialty Mfg. Co. Indianapolis, Ind.
Ice Creepers.
Edwin B. Stimpson & Son, New York
Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W. H. Anderson & Sons, Inc., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wm. T. Wood & Co., Arlington Mass.
Incubators.
Reliable Incubator & Brooder Co., Quincy, Ill.
Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.
Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.
Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Stewart Iron Works Co., Cincinnati, Ohio.
Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H. Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
Stewart Iron Works Co., Cincinnati, Ohio.
Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.
Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.
"Japalac."
Glidden Varnish Co., Cleveland, O.
Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.
Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.
Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.
Lamps, Bicycle.
John H. Graham & Co., New York.
Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.
Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Lawn Rakes.
Geneva Tool Co., Geneva, O.
Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.
Matt. Redlinger, Freeport, Ill.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Lighting System, Gasoline.
Standard Gas Lamp Co., Chicago, Ill.

Liquid Fillers.
E. E Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machine Knives.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
C. G. Folsom South Bend Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Specialty Mfg. Co. Indianapolis, Ind.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.

Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works, Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport. Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport. Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport. Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Feasil Co., New York.
Geo. W Huffman, Indianapolis, Ind. and New York.
Whittemore Bros. & Co., Boston, Mass.

Polishes, Paste.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York.
Whittemore Bros. & Co., Boston, Mass.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H. Graham & Co., New York.

Potato Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Power Pumps.
The Deming Co., Salem, Ohio.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H. H. Mayhew Co., Shelburne Falls, Mass.
The Deming Co., Salem, Ohio.

Punches, Card.
Matt. Redlinger, Freeport, Ill,

Punches, Spring.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva O.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.

Razors.
Alfred Field & Co., New York.
Joseph Rodgers & Sons, New York and Sheffield, England.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razors, Safety.
Kampfe Brothers, New York.
Gem Cutlery Co. New York.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerator Catches.
Western Brass Mfg. Works, Chicago, Ill.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifflers.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.

Riveting Machines.
F. B. Shuster Co., New Haven, Conn.

Roasters and Bakers.
The Bronson Walton Co., Cleveland, O.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.

Rope Reels.
Udell Works, Indianapolis, Ind.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J.

Rubberhead Tips.
The Elastic Tip Co., Boston, Mass.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners.
Champion Safety Lock Co., Geneva, Ohio.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts.
Champion Safety Lock Co., Geneva, Ohio.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co., New Haven, Conn.

Sash Pulleys.
Sargent & Co., New York.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.

Saw Sets.
E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
Chas. Morrill, New York.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
Hanson Brothers, Chicago, Ills.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screen Door Pulls.
Champion Safety Lock Co, Geneva, O.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
H. H. Mayhew Co., Shelburne Falls, Mass.
Thomson Drop Forge Co., Plantsville, Ct.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New York.
The Ducharmes Co., Shelburne Falls Mass.

Screw Plates.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Screw Tips.
The Elastic Tip Co., Boston, Mass.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

Scythe Rifles.
Pike Mfg Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O

Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike Station, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H.

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Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Seals.
Schwerdtle Stamp Co., Bridgeport Conn.

Settees, Iron.
Stewart Iron Works Co., Cincinnati, Ohio.

Sewing Machines.
National Sewing Machine o. Belvidere, Ill.
New Home Sewing Machine Co., Orange, Mass., and New York City.

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike Station, N. H.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines.
American Shearer Mfg. Co., Nashua, N. H.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Sargent & Co., New York.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Ship Carpenters' Tools.
L. & I. J. White Co., Buffalo, N. Y.

Shipping Tags
American M'f'g Co., Battle Creek, Mich.

Shoe Knives.
C. J. Kimball Co., Bennington, N. H

Shoe Lasts and Stands.
Blacklock Foundry, South Pittsburg, Tenn.
John C. Kupferle, St, Louis, Mo.

Shoe Polishes.
C. L. Hauthaway & Sons, Inc., Boston, Mass.

Shoe Repair Tools
John C. Kupferle, St. Louis, Mo.

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Sidewalk Chisels.
Geneva Tool Co., Geneva, O.
L. & I. J. White Co., Buffalo, N. Y.

Sidewalk Cleaners.
Geneva Tool Co., Geneva, O.

Sidewalk Lights.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
Luther Boardman & Son, East Haddam Conn.

Sink Cleaners.
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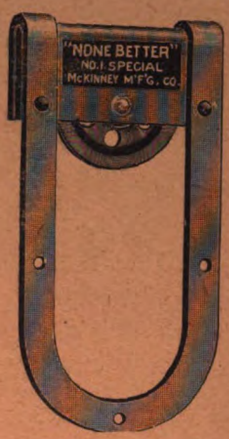
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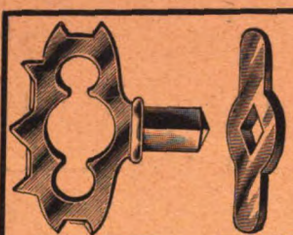


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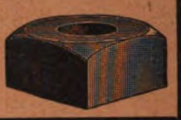
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New Haven, Ct., U. S. A.

JOBS IN HARDWARE, CUTLERY & HOUSEFURNISHING GOODS. BOUGHT and SOLD
CHAS. WEILAND,
147-149 CHAMBERS STREET, 129-131 READE STREET, NEW YORK.

COVERT MFG. CO.
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STEEL CARRIAGE AND WAGON JACKS.
Harness Snaps, Chain, Rope and Web Goods.
SOLD BY ALL LEADING JOBBERS.

MOST POPULAR GARDEN BARROW ON THE MARKET.



With Wood or Steel Wheel.

Frame is made of well seasoned hard wood. Three cross bars mortised into handles. Frame painted red, and sides olive. Handsomely striped and varnished.

ORDER NOW FOR SPRING TRADE.

SYRACUSE CHILLED PLOW CO., Syracuse, N. Y., U.S.A.

OSGOOD
U. S. STANDARD
SCALES
Ask Leading Jobbers
If they wont sell you, we will, at Binghamton, N. Y.



The World Renowned MAGNOLIA METAL.
ONE GRADE, ONE QUALITY ONLY.
CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel, power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by
113-115 Bank St., CHICAGO, 710 Fisher Bldg.
FAC-SIMILE BAR OF MAGNOLIA METAL.
MAGNOLIA METAL CO., NEW YORK,
Pittsburg. Boston, Montreal.
(We manufacture all grades of Babbitt metals at competitive prices.)

CHANDLER'S
ICE CUTTING MACHINES
SEND FOR BOOK 5

FOR USE ON SODA COUNTERS FAMILY USE, BARTOPS, HOTELS, HOSPITALS, STEAMSHIPS, AND ALL USERS OF CRACKED ICE.
C. E. JENNINGS & CO.,
42 MURRAY ST., N. Y.



Iron Fence Agents Wanted

THE STEWART IRON WORKS CO.
CINCINNATI, OHIO, U. S. A. DEPT. L
WE ARE THE LARGEST MANUFACTURERS OF PLAIN AND ORNAMENTAL IRON FENCE IN THE UNITED STATES

WALWORTH M'F'G COMPANY
128-136 FEDERAL STREET, BOSTON, MASS.
MANUFACTURERS
N. Y. OFFICE: PARK ROW BUILDING
STILLSON ADJUSTABLE WRENCHES
WALWORTH DIE PLATES, RUFF AND TUFF PIPE DIES, PIPE CUTTERS, TAPS, REAMERS, PIPE VISES, DRILLS, BRASS AND IRON GOODS FOR STEAM, GAS AND WATER
Write for Blue Book No. 1, showing complete line of Tools.

GENEVA TOOL CO., HAND AGRICULTURAL TOOLS. GENEVA, OHIO

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Fuller Brothers & Co.,
139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.
Iron and Steel
CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.
Wire Straightened and Cut to Length



No. 1 Fire Pot
$6.00 net.

What would you think of a man who would purchase an old fashioned reaper, one of the kind that drops the grain in little piles requiring four or more men to follow it in order to tie up the bundles?
Foolish, sure.
Still many men are buying Fire Pots and Torches that are old fashioned, out-of-date or made after worthless and abandoned ideas, thus handicapping themselves and making it hard if not impossible for them to compete with the wide-awake competitor who has confined his trade to the "Your money back if you are not pleased line." Our catalog is free and it will save you many dollars if consulted. Jobbers supply at factory price.
Clayton & Lambert Mfg. Co.
DETROIT, MICH., U. S. A.

DUCHARMES
Peerless No. 7. Screw Driver



All that is known as best in the way of material, workmanship and finish, has been put into this as well as our complete line of Screw-Drivers.

* *

They are high grade tools at reasonable prices

* *

Our discounts make it profitable for you to handle them.

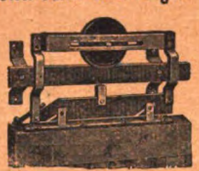
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The Ducharmes & Co.
SHELBURNE FALLS
MASS., U. S. A.

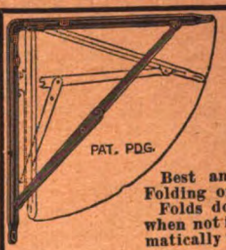
LANE'S
PATENT STEEL BARN
DOOR HANGERS



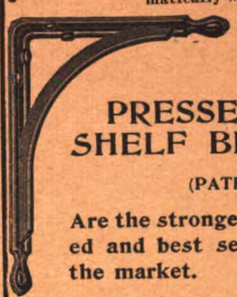
We are the originators and largest makers of U shaped Hangers.
GET GENUINE LANE HANGERS
For Best Satisfaction.
LANE'S Patent Noiseless Steel Parlor Door Hangers
Three different styles and prices.
All Steel Anti-Friction Silent Thread Wheel.
All run on same rail.
Each set packed with Screws.



LANE BROS. CO.,
429-461 Prospect St., POUGHKEEPSIE, N. Y.



GRIFFIN'S FOLDING BRACKET
Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S
PRESSED STEEL SHELF BRACKETS
(PATENTED)
Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges
THE GRIFFIN MFG. CO.
Erie, Pennsylvania.



WALKER'S
Quick and Easy
Steel Tempered Anti-Rust Nickel Plated **Ice Picks.** Every one tested and guaranteed.
ERIE SPECIALTY CO., ERIE, PA.

RIVETS and WIRE NAILS.



C. C. & E. P. TOWNSEND,
New Brighton, Penn.



The Niagara Combined Picket Pin and Swivel.—All steel, stiff, strong, light. A perfect turn around, a perfect swivel, a perfect hinge joint. Works freely, never rusts tight, never gets out of order, goes freely into all soils, has a firm hold on the ground. It is the best made. Free sample and quotation to jobbers only.
THE METAL STAMPING COMPANY
Niagara Falls, N. Y.

WOOD'S ICE TOOLS
FINEST QUALITY.



For ICEMEN, DAIRYMEN, BUTCHERS.





Send for 52 page Catalogue, edition A A.
WM. T. WOOD & CO., ARLINGTON, MASS.



NOTHING BETTER
NILES
SPRING HINGE AND PIVOT.
WRITE FOR PRICES.
NILES MFG. CO.,
14-16 N. Canal St.,
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MAYER & COMPANY
MANUFACTURERS OF
WE USE THE BEST STEEL. HAVE THE BEST METHODS OF TEMPERING AND PAY THE HIGHEST WAGES.
BEST ON EARTH
DO NOT BE DECEIVED
GOLD MEDAL FILES
NOT IN THE TRUST
PHILADELPHIA, PA. U.S.A.

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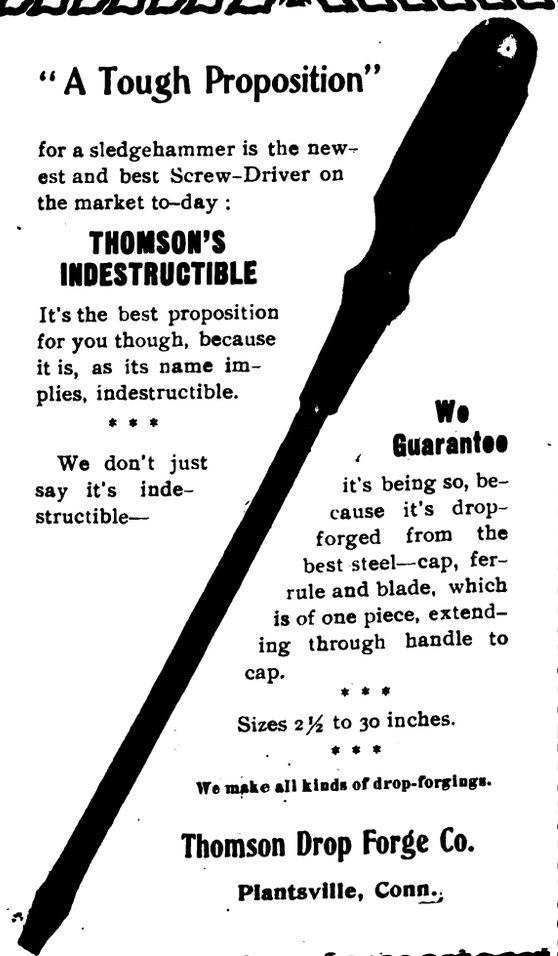
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ALL KINDS

We are the Largest Manufacturers of these Goods in the World.

EXPORT OFFICE:
BOWLING GREEN BLDG.
NEW YORK, N. Y.,
U. S. A.

Amorican Fork & Hoo Co.
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"A Tough Proposition"

for a sledgehammer is the newest and best Screw-Driver on the market to-day:

THOMSON'S INDESTRUCTIBLE

It's the best proposition for you though, because it is, as its name implies, indestructible.

* * *

We don't just say it's indestructible—

We Guarantee

it's being so, because it's drop-forged from the best steel—cap, ferrule and blade, which is of one piece, extending through handle to cap.

* * *

Sizes 2½ to 30 inches.

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We make all kinds of drop-forgings.

Thomson Drop Forge Co.

Plantsville, Conn.



¶ Have you placed your order for ***WATER COOLERS*** and ***FILTERS*** for the coming season? If not, then write for a Catalogue to

The Buffalo Mfg. Co. **Buffalo** **New York.**

BRANCH OFFICES:

18 Warren Street, - - - New York,
238 Arch Street, - - - Philadelphia,
40 Dearborn Street, - - - Chicago,
312 Kittridge Bldg., - - Denver, Colo.
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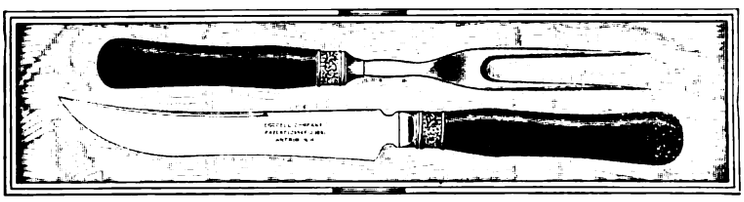
Manufacturers of

Water Coolers, Water Filters, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors, Bath Room Fixtures, etc.

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THE MOST ATTRACTIVE
STEAK OR BIRD CARVER
offered this season is

New design, best grade carver steel blade---5 in.



Plated fork and ornamented trimmings

NO. 42327

Ebony handles warranted hot water proof. Satin lined display case, one only sample pair to dealers for 50 cents. Made also in sets.

N. Y. Office 10 Warren St.

GOODELL COMPANY,

106 Main Street Antrim, N. H., U. S. A.

78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS, ACKNOWLEDGED THE BEST.

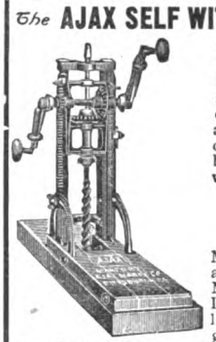


Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO.,
F. A. VORDERMEIER, NEW YORK MANAGER.

155 CHAMBERS ST.
MAIN OFFICE AND FACTORY, NEWARK, N. J.

The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**

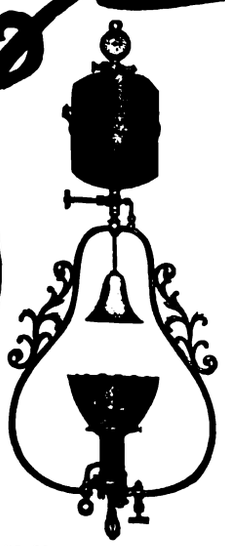


does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

"Keros" Kerosene Oil Burning Incandescent Lamps.



NO. 504 HARP FIXTURE LAMP,
With Fount attached.

1000 candle power, ready for immediate use. 44 in. high.

From 200 to 2,000 Candle-Power as May be Required

Cost one cent an hour for oil. Give as much light as an electric arc light. Absolute freedom from danger and at no increase in insurance rates. Lamps for lighting streets, parks, private grounds, stores, warehouses, private dwellinge, plantations, mines, railway stations and yards, and excavation and construction work, Correspondence solicited from leading importers in foreign countries to whom a good discount will be offered. Send for Illustrated Catalogue, price list and Testimonials.

THOMAS K. OBER & COMPANY (Inc.)
832 Drexel Building, Philadelphia, U. S. A.

Sole Export Agents for the sale of various types of the Keros Lights manufactured by the Kitson Hydro-Carbon Heating and Incandescent Lighting Co., of Philadelphia, U. S. A.

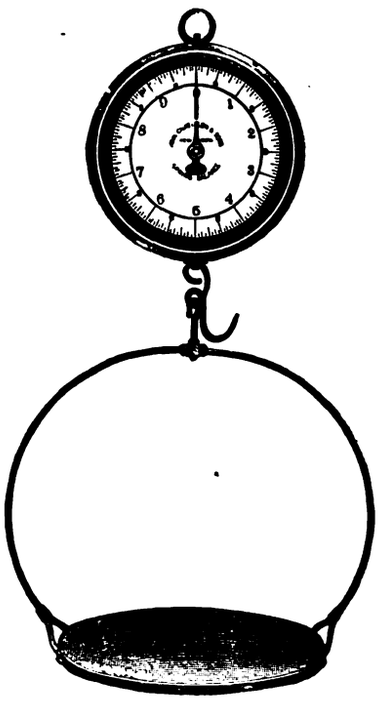


No. 505
Inside Arc Lamp Outfit.
With Tank.
1000 Candle-power. 45 inches high.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

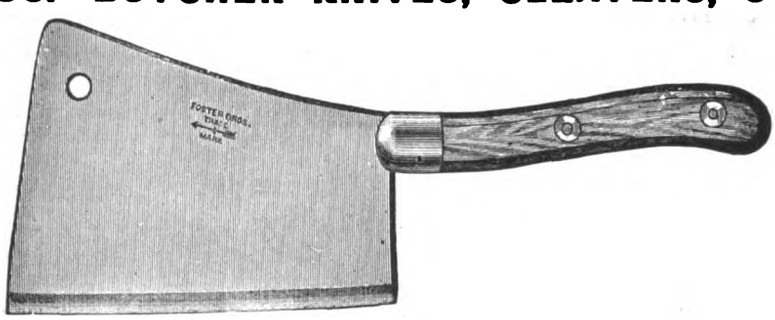


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

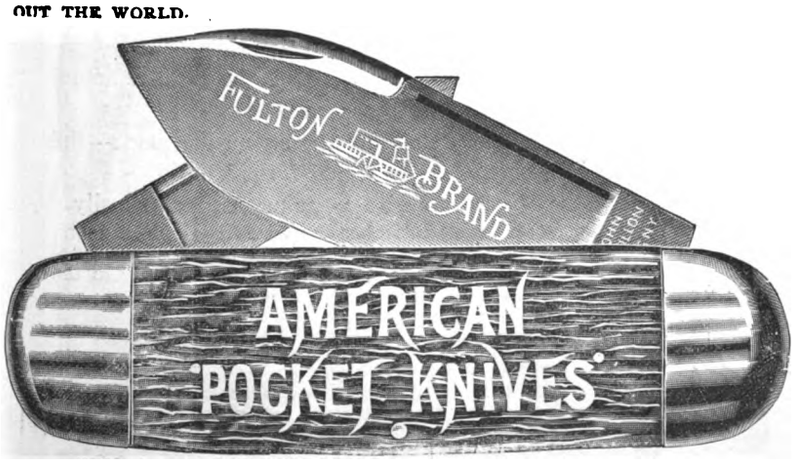


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



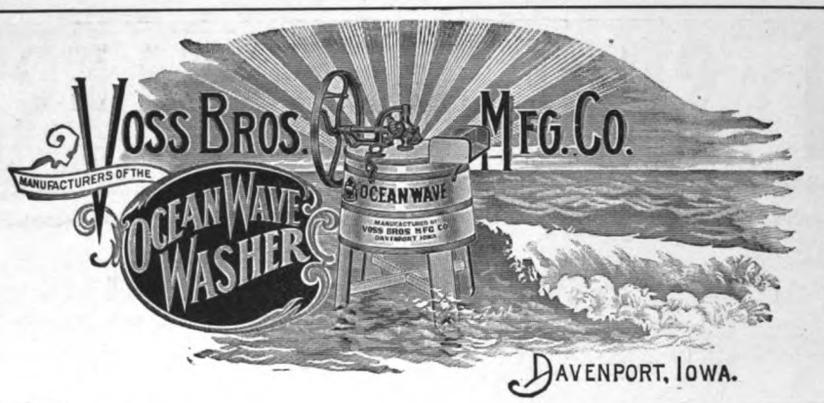
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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THE OCEAN WAVE WASHER

SATISFIES

OVER

ONE HUNDRED THOUSAND IN USE

WE SELL TO ONLY

ONE DEALER IN EACH TOWN

WRITE US

Once sold it "Never" comes back

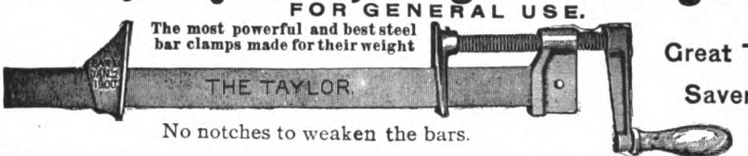
Distribution Points

Philadelphia, Pa. Albany, N. Y. Elmira, N Y. Columbus, O.
Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

The Taylor Quick Adjusting Self Locking Clamp

FOR GENERAL USE.

The most powerful and best steel bar clamps made for their weight



Great Time Savers.

No notches to weaken the bars.

Continuous use by concerns who need superior quality, have proven these clamps to withstand the most severe tests and have been given preference over all others.

Send for booklet and learn more about them. JAMES L. TAYLOR, Newark, N. J.

WHY IS THE **O.K.**



The **Best Rotary Washing Machine?**

BECAUSE

1.—It is the only Rotary washer that has **Revolving Steel Ball Gearing**, reducing the **friction** and thus making machine so **light running** and almost **noiseless.**
2.—The tub is made of **Louisiana Red Cypress Lumber, cherry finish;** the legs are **solid with tub** (not removable, breakable legs fastened with screws).
3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot soap-suds, and cleaning them without **rubbing** them to pieces.
4.—This washer is made by experienced mechanics, and will out-last any other washer on the market.
5.—The tub has a wringer box fastened with steel brackets.
6.—The lid on the tub closes tight, **no escape of steam.**

MANUFACTURED BY

H. F. BRAMMER MFG. CO.

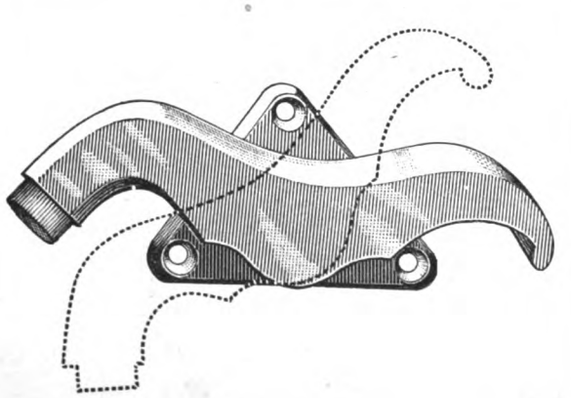
DAVENPORT, IOWA.

Simplicity
Durability
Neatness

are the points of excellence of

The Empire Door Holder Improved

Has other good points:
It Gives 50% greater



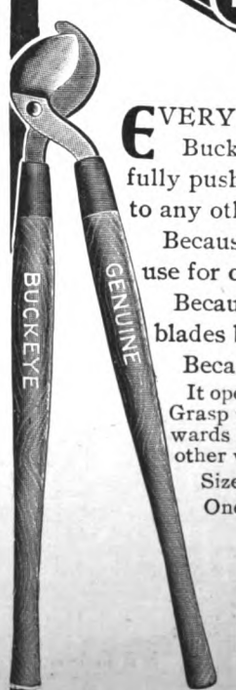
pressure on the floor than any other make. Will hold the heaviest door.

Try to sell a few of them and you'll be surprised how quickly they will create a demand for more.

CALDWELL MFG. CO.,

Rochester, N. Y.





EVERY dealer should handle the Genuine Buckeye Pruner, because he can carefully push it to his best trade, in preference to any other pruner made.

Because it has stood the test of actual use for over 30 years.

Because it is the strongest made---the blades being hand-forged.

Because no other made cuts so easily.

It operates just opposite from other pruners. Grasp the limb with the hook, and cut towards you. It's quicker and easier than the other way.

Size 25—inch.

One dozen in a case.

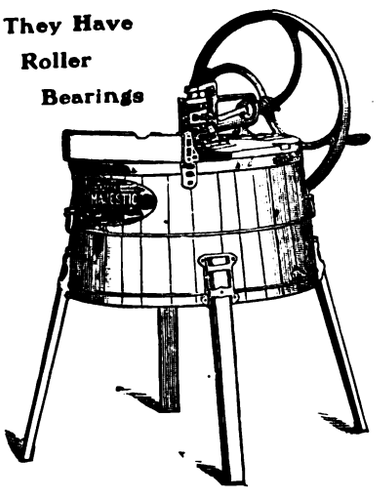
Write for prices on a Sample Order.

NOVELTY MFG. CO.

JACKSON, MICH., U. S. A.

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They Have Roller Bearings



Tubs are made of Virginia White Cedar

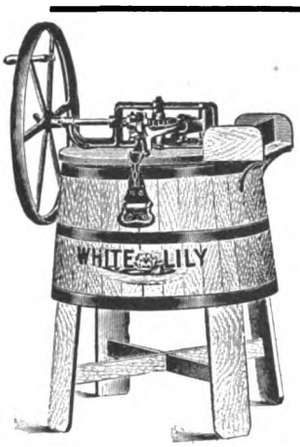
MAJESTIC
Rotary Washing Machines
Are Made UPON HONOR
Richmond Cedar Works,
MANUFACTURERS OF
WOODEN WARE,
Richmond, Virginia, U. S. A.

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS
For Sale by all Hardware jobbers



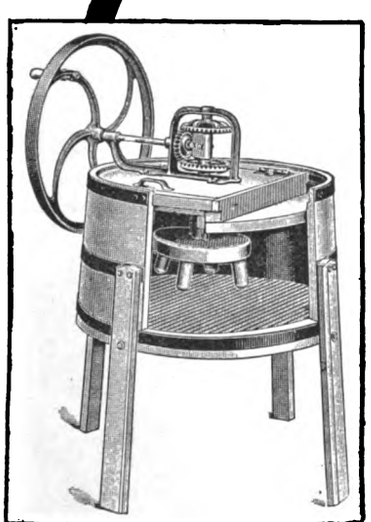
Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.
The Russell Jennings Mfg. Co., Deep River, Conn.

HAND ELEVATORS
FOR HARDWARE TRADE.
Send for catalogue.
THE STORM MANUFACTURING CO.,
NEWARK, N. J.
DUMB WAITERS



EXPECTATIONS
REALIZED
WE ARE NOW THE LARGEST
MANUFACTURERS
IN THE WORLD
Of any one style of Rotary Washer
What is the reason? Ask us
WHITE LILY WASHER CO.
TOLEDO, OHIO. DAVENPORT, IOWA.

The Blackstone Rotary



Demands Attention by Deserving it.

None but the best material is put into it by skilled workmen which accounts for its ever increasing popularity as a washer.

For that very reason it has been, and always will be, a good seller.

You miss an opportunity by not displaying it in your store.

You ought to have our catalogue and prices. It puts other washers in the shade when it comes to giving all-round satisfaction.

The Blackstone Mfg. Co.
Jamestown, N. Y.,
U. S. A.

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If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



EAGLE MOP WRINGERS



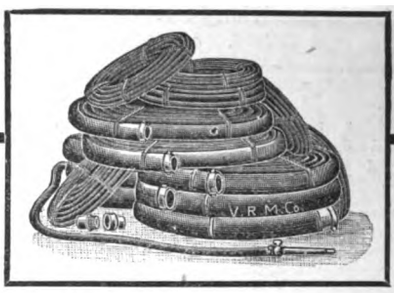
EAGLE
Mop Wringers and Pails

possess features of excellence which make them, sell.

That is why more of them are sold than of all others combined.

Most jobbers have the EAGLE in stock. If yours hasn't, write us for particulars.

EAGLE COOPERAGE WORKS,
CIRCLEVILLE, OHIO



Voorhees Rubber Mfg. Co.

JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

Catalogue and prices on application.

Chicago Store 175-177 Lake St.









The TAYLOR & BOGGIS FOUNDRY CO.

MANUFACTURERS OF

LIGHT GRAY IRON CASTINGS,

BUILDERS' HARDWARE.

Dampers, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.

CLEVELAND, - O.

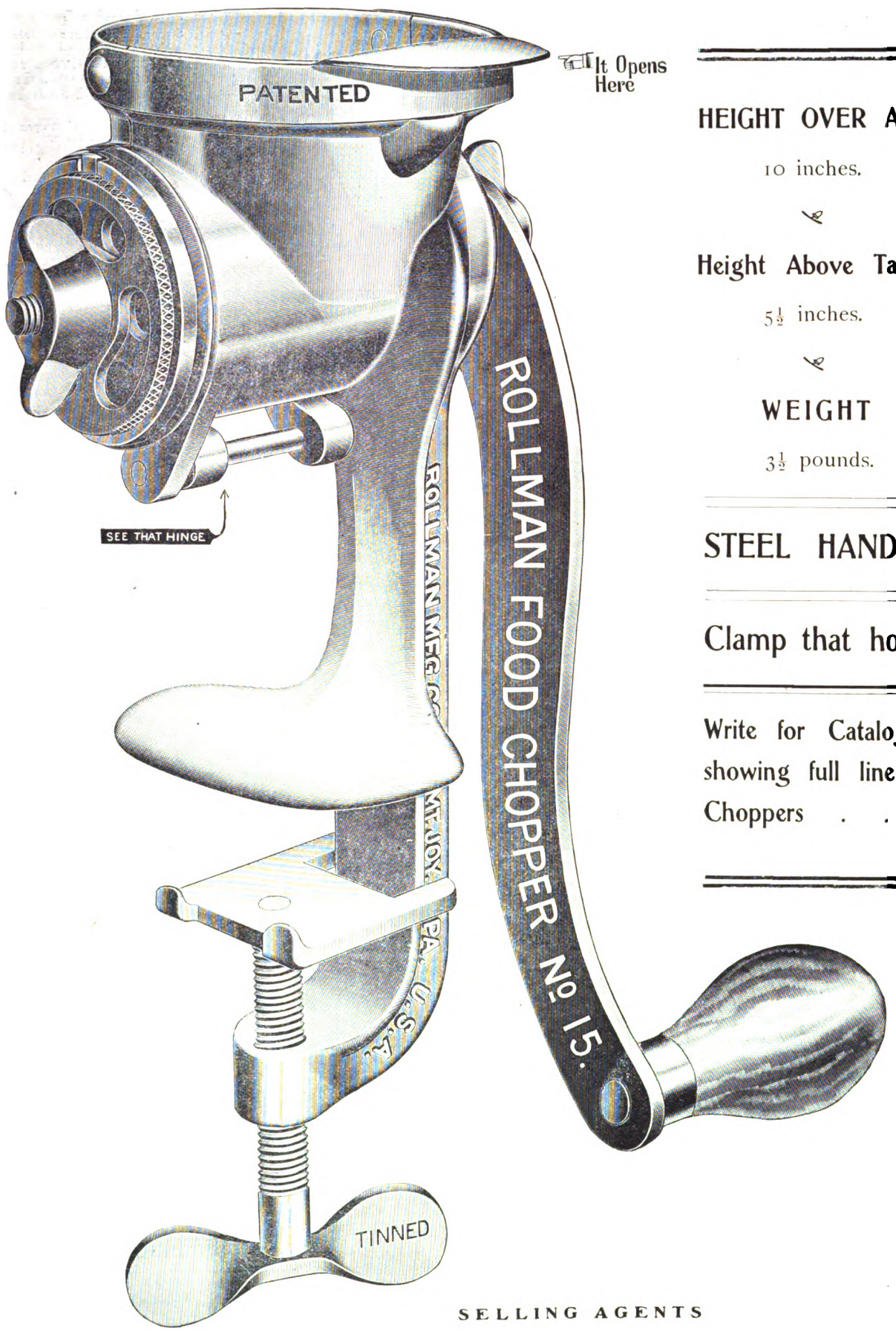






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Rollman Chopper No. 15



HEIGHT OVER ALL

10 inches.

Height Above Table

5½ inches.

WEIGHT

3½ pounds.

STEEL HANDLE

Clamp that holds

Write for Catalogue showing full line of Choppers . . .

SELLING AGENTS

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14 Thavies Inn, Holborn Circus, London, E. C., Eng. 123 California St., San Francisco, Cal. Copenhagen (Freeport).

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"ECLIPSE" AND "ST. LOUIS"

STANDS and LASTS;

Positively the best on the market.

FOR SALE BY JOBBERS.

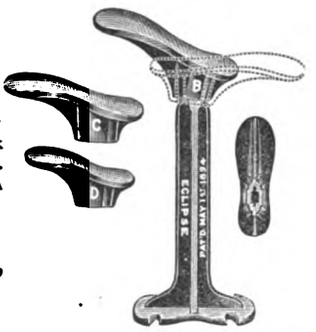
Well Wheels, Hay Fork Pulleys, Tuyere Irons. Post Mauls, Sash Weights.

Write for Catalogue.

JOHN C. KUPFERLE,

St. Louis,

ESTABLISHED 1857.





Safety Latch and Lock...

Strongest, Simplest and Safest Door Fastener on the market.

Gives Positive Protection Against Tramps, Peddlers, Etc.

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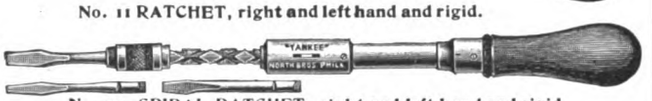
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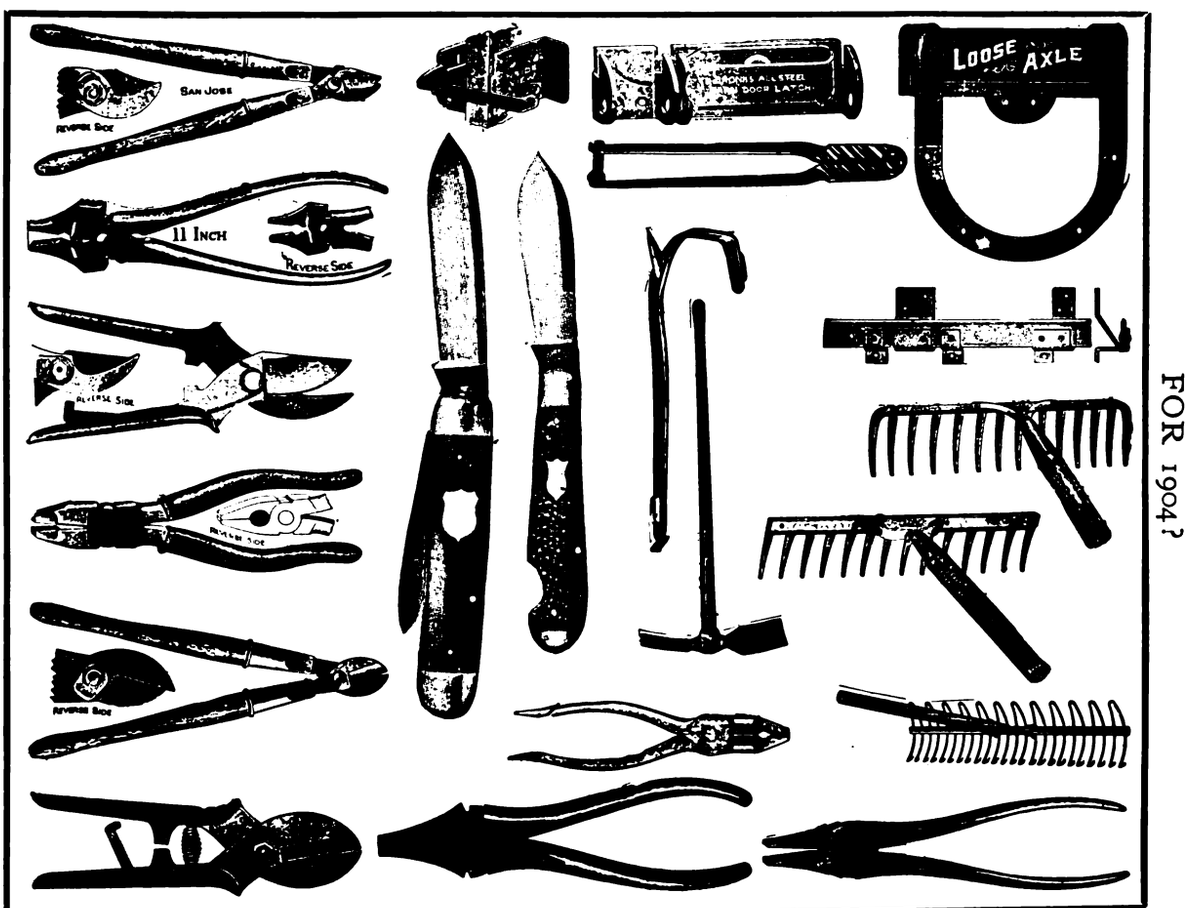
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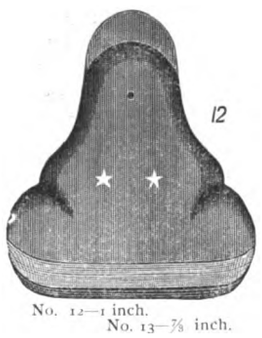


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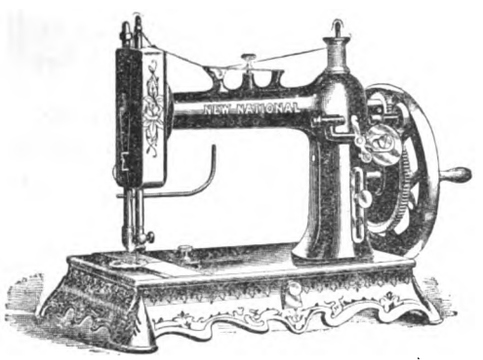


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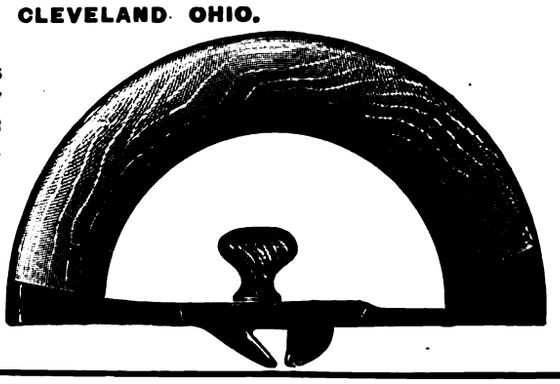
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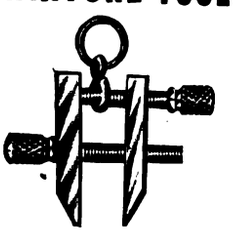
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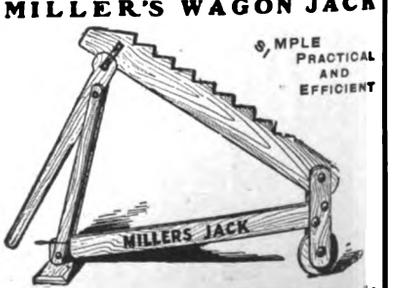
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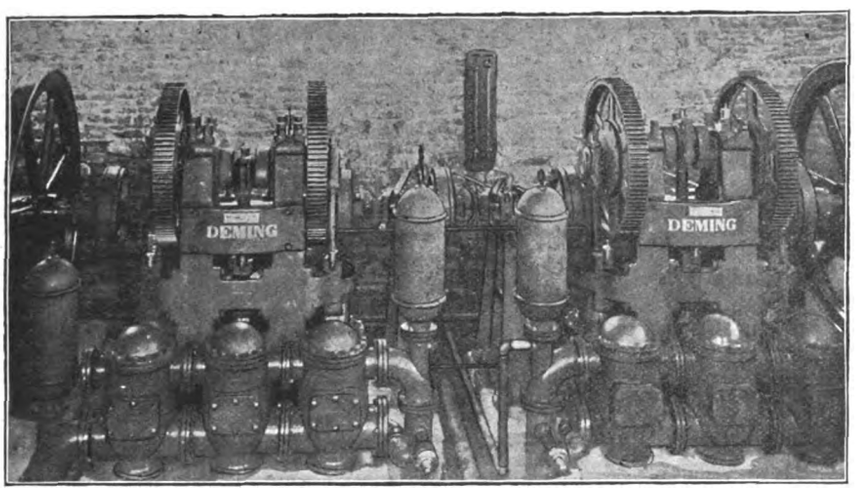
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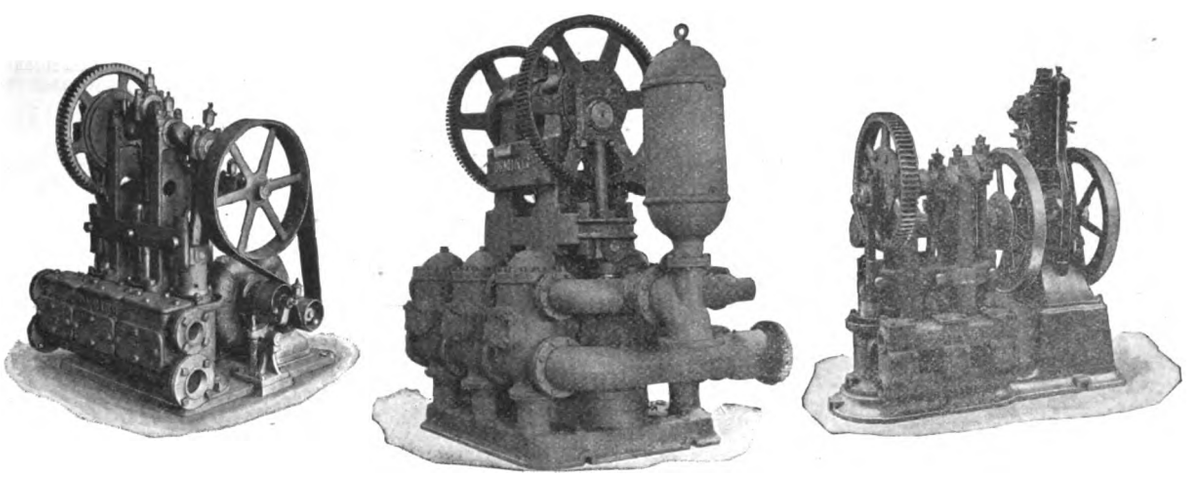
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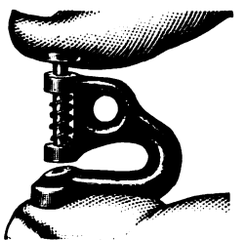
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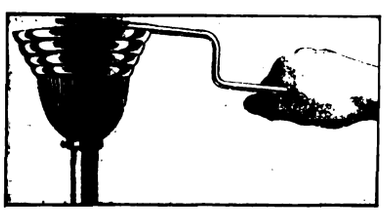
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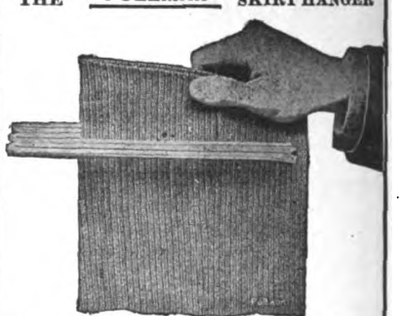


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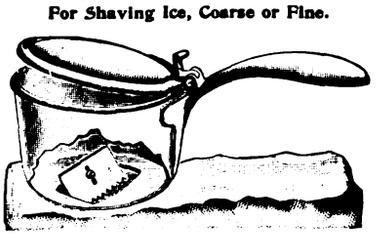


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For Shaving Ice, Coarse or Fine.



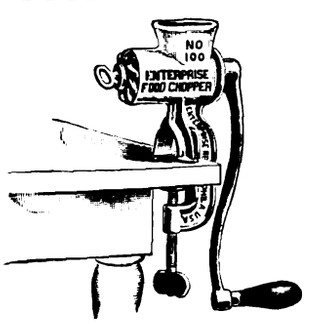
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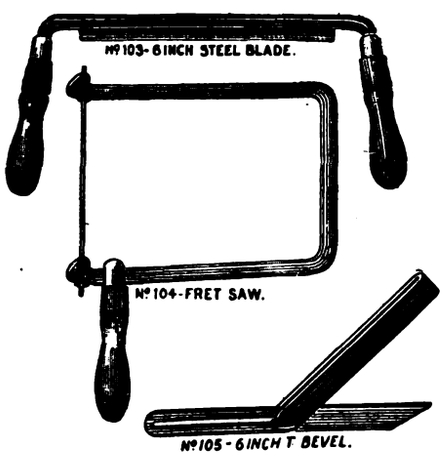
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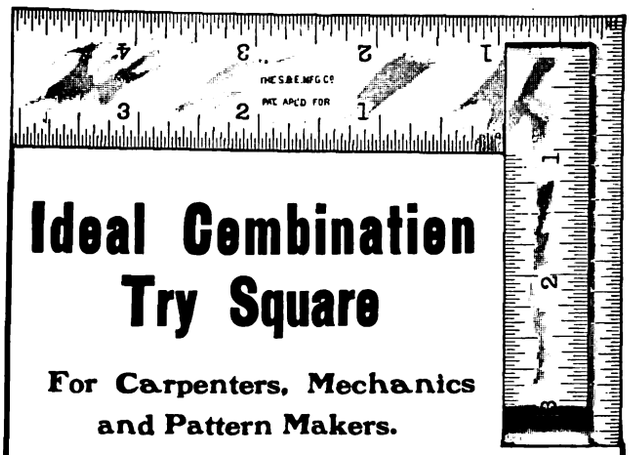
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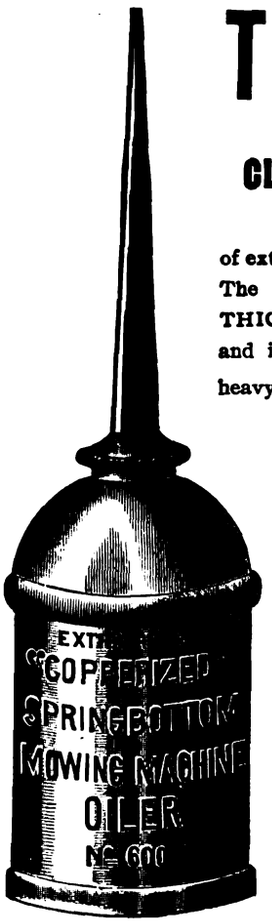
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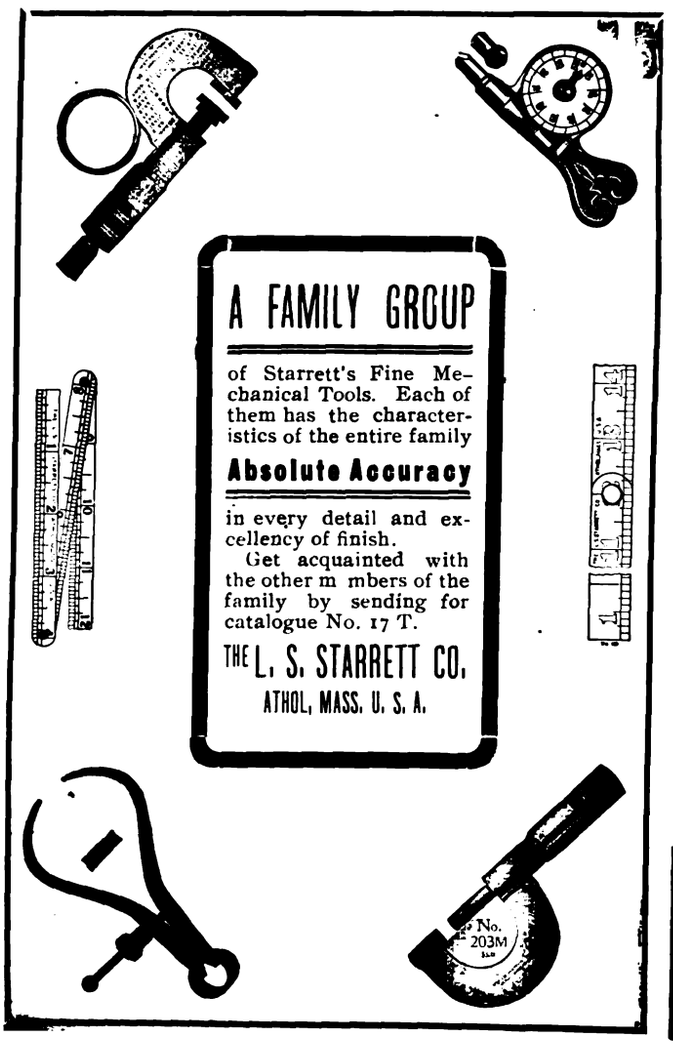
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HARDWARE

The July issue of *Trade Topics*, issued by Reineke, Wilson Co., Pittsburgh, Pa., contains among other things a very interesting article on "Greater Pittsburgh," which gives many surprising facts concerning the Smoky City. It also contains a history of the Reineke, Wilson Company and a description, well illustrated, of its present plant and offices. Hardwaremen will find *Trade Topics* interesting, and as well this firm's catalogue No. 27 of Pumps and Water Supplies and catalogues No. 35 and 36 of Gas Stoves, Heaters and Ranges.

Henry Schade announces that he has resumed full ownership and charge of the Brooklyn Lock Company, No. 54 Ainslie Street, Brooklyn, N. Y. He will continue to manufacture an extensive line of latches, locks and metal specialties.

The Lisk Manufacturing Company, of Canandaigua, N. Y., secured a space of thirty by forty feet in the Manufactures Building at the St. Louis Exposition, and has erected a pavilion there at a cost of $10,000 for the display of tinware, enameled and nickel plated ware.

The annual meeting of the stockholders of the Peck, Stow & Wilcox Company, Southington, Conn., was held at that place July 28. Much gratification was expressed at the favorable showing, the usual quarterly dividend of 2 per cent. being declared, payable July 30, together with an extra dividend of 2 per cent., payable August 15, thus making 10 per cent. for the year on a capital stock of $1,250,000. At the election of directors the old board was again chosen, with the addition of Frank C. Sumner, treasurer of the Hartford Trust Company, Hartford, Conn., to fill a vacancy. The Board of Directors re-elected the same executive officers unanimously.

"NONEX," A DEVICE TO PREVENT OIL OR GASOLINE EXPLOSIONS.

United States Consul Halstead, Birmingham, England.

The Nonex is a device which, according to public tests made recently in London, renders all receptacles containing inflammable liquids comparatively secure from explosion. The device is an application of the principle of the Davy lamp, supplemented by a fusible cap or plug.

If a vessel of ordinary type containing an explosive liquid be subjected to sufficient outside heat, or if the contents be lighted at the orifice, the walls of the tank will burst by the force of the expansion. At an exhibition given by the owners of the patent, the Non-Explosive Device Company, a 20-gallon tank was partly filled with gasoline and placed upon a lighted bonfire. The fusible screw cap, made in two parts which were simply soldered together, soon blew out, the solder having melted, and the ascending vapor caught fire immediately; but no explosion followed because the orifice of the tank formed the upper end of a tube which projected down inside the vessel to its bottom, where it was closed. To allow the oil or gas to percolate from the interior of the tank each of the metal layers of which this tube was composed had been perforated, and, while the perforations would permit the spirit to be poured out, they prevented the passage of the burning gas to the interior by absorbing its heat as the wire gauze does in the Davy lamp. While the gasoline contained in the tube burned the flame did not extend to the liquid or accumulate vapor in the half-full tank and, consequently, there was not sufficient expansive force generated to burst the tank. The flame was easily extinguished with a bundle of rags and then lighted and put out several times. The gasoline would, I judge, percolate constantly through the perforated layers of metal to the inside of the tube and there keep up a continuous burning; but according to the accounts of tests which I have read, the flame does not appear to have been allowed to burn any length of time to see how long the metal layers of the tube could absorb the heat without becoming so hot that they would heat and dangerously expand the gasoline in the tank. A motor car tank to which the device was affixed was lighted with a match and extinguished at will. A gasoline can without the device exploded almost instantaneously when lighted. The device applied to small gasoline cans, kerosene drums, and other petroleum containers would undoubtedly serve a desirable purpose.

IMPORTANT CHANGE IN CHICAGO.

Kelley, Maus & Co., Chicago, has purchased the stock, accounts, good will and business of the S. D. Kimbark Company, the oldest heavy Hardware house in Chicago. The Kimbark Company went into the hands of a receiver some months ago and three weeks ago settlement was effected with the creditors and the receiver was discharged. The stock from the Kimbark house will be transferred to Kelley, Maus & Co.'s warehouse.

HANDY FOR GARDENERS.

Hardware men who have among their customers any number of florists, farmers or gardeners, should certainly be interested in the specialty recently placed on the market by John J. Olinger, 200 West 44th Street, New York. In his "Fertilizer and Transplanter" he offers to the trade an article which would seem to be wanted by every one having to do with flowers or gardens. It is made of the best sheet steel and is so simple in construction that it would be practically impossible for it to get out of order. The price to retailers for these goods are $2.50 per dozen in five dozen lots, or $3.00 per single dozen.

LADIES ARE LEARNING TO AIM STRAIGHT.

Using firearms does not necessarily mean to hunt game, kill and destroy. Target practice is a sport the fascinations of which are rapidly becoming more appreciated and can be enjoyed by young and old of either sex.

There are a number of excellent bowlers, golfers, tennis players, etc., among the fair sex—in fact, the masculine province of outdoor sport is more and more invaded by the athletic young lady of the period. It is a gratifying sign of the times that "hitting the bull's-eye" at target practice is now claiming the attention of the outdoor girl, and there is certainly no more beneficent sport or exercise.

"Looking for new worlds to conquer" and the persistent efforts made by the J. Stevens Arms & Tool Company, Chicopee Falls, Mass., makers of the famous Stevens Firearms,, in advocating this delightful recreation, are main factors for the extraordinary interest among the fair sex in target shooting. To be properly equipped means the adoption of Stevens rifles and pistols—these arms hold more records than all other makes combined, and *cost no more*.

NEW COMPANY—OLD BUSINESS.

On Monday, August 1st, 1904, the Day & Holt Co., of Catskill, N. Y., was incorporated, to do wholesale and retail business in Hardware and other merchandise; and has since purchased the business owned for many years by Jeremiah Day and Samuel E. Holt. Incorporators were Jere. Day, Samuel E. Holt and Philip L. Walsh, of Catskill, and Frank J. Webb, of Port Jervis, N. Y. At a business meeting held August 1st, the above-named persons were made directors and the following officers elected for the term of one year, viz.: Jere. Day, president; Frank J. Webb, vice-president; Samuel E. Holt, treasurer and manager; Philip L. Walsh, secretary.

This change marks the second transfer of ownership in this business during the past seventy-one years—the first one occurring in 1883, at which time Day & Holt purchased the establishment form the late John T. Mann of pleasant memory, who had conducted it for about fifty years. Previous to that early period the concern was a well-known old firm (owned by Cooke & Atwater) in the same line of trade. Thus is shown a continued prosperous business record of upward of a century, something rather remarkable in these days of quick changes.

Vice-President Webb is a well known Hardware man, who for many years had been connected with Swinton & Co., of Port Jervis, as sales manager, and Secretary Walsh for the past five years has been one of Day & Holt's hustling salesmen.

It is pleasing to note that while this is a change in the title of the business, the management of its affairs remains in the same hands which have earned for the firm of Day & Holt an enviable reputation for first-class business methods and square dealing with its customers.

A gentleman will not boast of his ability to hide little peccadillos.

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HARDWARE

VOL. XXVIII. AUGUST 10, 1904. NO. 9.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

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L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. EUGENE BOLLES, - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

Vacation still has its effect, and the wants of jobbers naturally on the increase will very soon all be provided for. The salesmen out on the road present very good reports, as they find conditions are much better than they anticipated. Although anticipating a good Fall trade, indications point to a prosperous season, but with no speculation gilding their hopes, as there are no advances in sight as far as can be seen, and declines are only noticeable when they are put forward as bait to get orders.

There is every evidence that orders for General Hardware in the future will be good. Some goods are already beginning to arrive, such as coal hods, pipes and elbows, and stove boards. These are the forerunners of a good season, which with skates, sleds and other articles of a similar nature, it is desired to have arrive promptly.

Large corn crops in the Western territory will make it necessary for a large trade in huskers. Many dealers having held off during July for their Fall supplies will now commence to order. Many orders are consequently being booked for skates, stove boards, meat cutters, stuffers, lanterns and other Fall goods, the orders for which are not as large as usual in the number of items, but the quantities on the whole are deserving of consideration.

The Southern states have made large crops of corn, wheat, oats and hay, while the prospects for a large cotton crop are excellent. If the price is kept up as conditions indicate it will be, in the neighborhood of ten cents, they expect this year to have an unusual condition throughout the country seldom presented.

OUR SMALL SOUTH AMERICAN TRADE.

One of the most notable features of our trade with South America is its comparative fixity, writes United States Vice-Consul Handley, Trinidad, British West Indies. During the last thirty years there has been an increase of only 5 per cent. in our trade therewith, and the sales of 1890 were about the same as those of 1902. Compared with the trade of 1873, our 1902 trade with the world outside of South America has more than doubled. To the 40,000,000 people in South America our yearly sales amount to less than $40,000,000. This seems inexplicable, and is most inadequate and unsatisfactory. To Mexico, with her 13,500,000 people, we sell a little more than to all South America. We sold the Canadians last year a little less than $24 per capita, and to the Cubans, without any reciprocity, about $15 per capita. The total imports of all the South American countries approximate $350,000,000. Our share is a fraction more than 10 per cent. of their business, and this small proportion can not be ascribed to anything other than the lack of well-directed trade energy. We buy from them three times as much as we sell to them. We pay them about $120,000,000 a year for their products, and they use the difference of $80,000,000 in purchasing from our foreign competitors the goods with which we ought to balance our accounts with them. In other words, we supply them with funds which enable them to buy from other people things which we grow and manufacture From 1873 to 1902 our trade with Asia rose from $19,000,000 to $64,000,000; with Oceania, from $4,677,000 to $34,350,000; with Africa it increased from $3,500,000 to $33,500,000; and with our neighbors on the North American continent it has grown from $82,000,000 to $204,000,000. During those thirty years our vast trade with Europe has doubled, and our sales in that continent now exceed $1,000,000,000 a year. Of all of the world's divisions, our trade with South America drags the most.

Still South America grows in population, in the manifold wants of its people, and in the volume and value of its products. Of these products we are fairly liberal purchasers. We buy about one-fourth of all the exports. In the last thirty years we have purchased from South America $1,700,000,000 more than we have sold to it by direct exportation. Undoubtedly a good portion of American-made goods has found its way to South America through British, German, and French houses, which sold them and made a profit on them. But even granting that, there still remains much trade and a desirable profit which might have been secured by American merchants and manufacturers.

There are numerous explanations and reasons for our failure to secure more of this trade. There will first be urged the lack of shipping facilities. Canada has established a line to South Africa, and it would seem that the United States could find sufficient business for a line to the east coast of South America. A closer study of the people and their wants is most important. The German, French, and, in fact, nearly all the European houses make it a point to thoroughly study the wants of the people in the country to which they assign their agents. They do not endeavor to force on the South Americans an article which they desire to dispose of simply because they manufacture it and it can be sold at a large profit. On the contrary, these European houses often send their agents to the South American Republics to make a thorough study of what they use mostly, no matter if it is an article locally made and has never been seen outside of that particular country. They make a collection of samples of these articles, taking into account their local cost and selling price, and send them on to Germany, France, Italy, or wherever their headquarters may be, to ascertain if they can be made cheaper and as good. It often proves they can be manufactured for much less and better and sold in the very country in which they originated at a lower price than the local article.

The lack of sufficient knowledge of foreign languages is another disadvantage to our trade.

The German, French, or Italian agent in South America generally speaks at least three languages, whereas the American seems content with his own language and a "smattering" of one other. This may seem a minor detail in the building up of this trade, but the South American feels far better satisfied if his business is transacted in his native language. Lack of American banking facilities form another argument. Our trade with South America undoubtedly suffers for lack of American banks and large trading concerns. The two go together, for banking facilities are indispensable to foreign trade. An English or a German bank seeking foreign business can establish foreign branches wherever it sees fit.

AMERICAN BANK NEEDED.

An American national bank not being allowed to have a branch anywhere, our national banking system is unable to ex-

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tend the facilities required by international commerce. The English and German trade in South America has the advantage of being sustained by banks whose branches cover the field. Credit at any point where the bank has a branch is available at any other point. Practically our American commerce depends upon English and German banking facilities, and London is growing to be the financial center for American as well as British foreign trade. If there were banking facilities for the present import and export commerce, it is probable that an increase in banking business would lead to an improvement in banking facilities. Long credits are customary and are generally granted by the European firms. The Americans object to this, and rightly so in some of the turbulent Republics where the stability of the government is a question. However, if our foreign competitor can prosper on such terms, I can not see the wisdom of adhering so closely to our short-credit system. Better good accounts on the books than idle goods on the shelf.

Our limited trade with South America can not be based on anything but the lack of trade energy. We may boast of our American goods in all corners of the earth, and the "hustling" qualities of our commercial men, but the fact remains that foreign trade is as yet only a small part in the commercial and industrial life of the American people. We sell $900,000,000 worth of food products annually, and principally for the reason that other people come to us to buy them because of their need of them. A large share of our $500,000,000 sales of manufactured articles may be laid to the same cause—the need of others for that which they know we have and which they need and can use. Notwithstanding the large volume of our exports, we are not yet a trade-hunting nation in fact—at least in South America. A due amount of well-directed and intelligent canvassing by men who speak the language would double our trade with South America in a very few years.

ADVANTAGES OF THE MECHANICAL TRADES.

It is one of the standing surprises of our social system that the advantages of the mechanical trades as a career seem to appeal to but a comparatively small proportion of American youths. Possibly the artificial barriers which have been erected by certain labor unions may deter some boys from seeking to enter those trades. But this is evidently not the only reason for their apparent unwillingness to engage in skilled manual labor. Those who are interested in manual training institutions complain very generally that parents, even of the poorest classes, often object to their children being taught to work with their hands, preferring that they should study along commercial lines, under the mistaken idea that there is not only more dignity in clerking and kindred occupations than in the practice of a handicraft, but also more money. Nothing could be wider of the mark, as regards the youth of average qualifications and surroundings. On the one hand, in taking up the *role* of a clerk, he enters a field which has always been and always will be overcrowded, while on the other, by learning a trade, he equips himself with an unfailing means of livelihood, for, in our rapidly growing country, there is room for an almost unlimited supply of good workmen. Possibly the young clerk may secure more wages to start with than does the young mechanic, but to nine out of ten clerks the day comes when, grown older, they find they have reached the limit of their opportunity without having secured even a competency, much less anything like a leading position in the community. But while the young tradesman may possibly have had to undergo the grind of hard work on a small income during the first few years of his career, he can, with diligence and persistence, secure for himself steady and well paying employment, with the prospect of early independence and a position, when he shall have reached the upper rungs of the ladder of his calling, such as a very small proportion of his clerking *confreres* can hope to aspire to. The pecuniary advantages of the skilled workman, whose moral and mental qualifications are sound, are infinitely superior to those attaching to the ordinary run of clerkships. But, above and beyond this, there is, when rightly considered, a dignity and a satisfaction in skilled manual labor which does not exist to the same degree in the occupations to which so many young Americans are devoting themselves because in them they can wear nice clothes and enjoy the luxury of clean hands and linen. It is unfortunate that such distorted views should exist among our American youths to-day, and those who shall endeavor to disabuse the mind of the rising generation of these false ideas will be conferring a real benefit upon them, as well as upon the public at large, for a skilled mechanic is a valuable citizen of any country. Doubtless the adage "there's always room at the top" holds true of every calling, but it is also true that the "room at the top" is apt to be much more spacious in the mechanical trades than in the general commercial field, in proportion to the number of candidates for its occupation.—*The Metal Worker, Plumber and Steam Fitter.*

CHICAGO NOTES.

It would be natural for an Eastern Hardware merchant to look with wonder on the great jobbing concerns in Chicago, St. Louis and Duluth. The rapid settlement and building up of the West has made these great Western wholesale houses what they are. The same conditions have not existed in the East, and have not made it possible there to build up such great concerns as exist here.

General Hardware from Chicago is now being shipped into all parts of the United States, into Mexico and South America. And as years go on, Chicago will undoubtedly become still more of a Hardware center. This is being brought about by new, young, progressive jobbing concerns coming into the field.

In the forerank of these younger Hardware houses is the Trout Hardware Co., located at 172-174 Lake Street. Geo. W. Trout, who is recognized as one of the best posted Hardwaremen of the West, is president. Mr. Trout gives the business close personal attention. S. B. Wilbur is secretary, and is a close second to Mr. Trout in the Hardware line. All the officers as well as the directors are young, energetic, wideawake business men. The Trout Hardware Co. is capitalized at nearly a quarter of a million dollars, and with every facility for the handling of business are constantly reaching out into new fields and enlarging their trade. Seventeen salesmen represent the concern on the road and cover the Western Central States from Montana to Indian Territory, including the Dakotas, Nebraska. A new up-to-date complete 1300 page general Hardware catalogue brings business from many places where the firm's salesmen do not travel. This catalogue is shipped by express paid to any Hardware dealer interested. The Trout Hardware Co. make a special effort to promptly ship all orders—especially mail orders, having this branch of their business splendidly organized—and each order is given personal attention. When asked what was the outlook for Fall trade, Mr. Trout said: "I can see no reason why Fall and Winter business should not be good. Our Summer trade is ahead of last year, and our future shipment orders are larger than a year ago." Mr. Wilbur explained somewhat to your correspondent why it is that the business of the Trout Hardware Co. had grown so rapidly. "We positively ship orders the day they come in. These are given personal attention by some member of the concern. If we are out of any goods on an order, we get them in time to fill order complete and have it go that day, if the goods can be procured in Chicago." This in a measure explains the success of the Trout Hardware Co., and the rest is easily explained when one knows the men who are behind the concern. Many new lines are being added, and during the past twelve months a complete stock of sporting goods has been put in. This department is in charge of T. J. Bowler, who for many years successfully sold this line through the Northwest.

No small amount of new building is taking place in Chicago, and this is making a good local demand for builders' material and tools. This trade is closely looked after by Bullard & Gormley Co., of 72 Randolph Street, which concern do a large retail trade.

One of Chicago's most attractive and best arranged general Hardware stores is that of Orr & Lockett Hardware Co., 71-73 Randolph Street. The large double store occupied by this concern is stocked to the roof, and throughout the store the arrangement is so well made that goods are always in sight. The Builders' Hardware department is especially well arranged and a very large line of high-grade fittings are carried. The Orr & Lockett Hardware Co. make a feature of their window display, and in July had a very attractive display of carpenters' and gardeners' tools.

At the big warehouse of Hibbard, Spencer, Bartlett & Co. there was an air of activity that spoke well for the prosperity of the Western Hardware trade.

The Wells & Nellegar Co. reported a good trade and said that the outlook was better than a year ago.

In speaking of local business one Chicago Hardwareman said: "The big strike will have some effect on local business, but in some lines of trade will increase business. This is true of sporting goods—fishing tackle will be in more demand, and many strikers will take the opportunity of going hunting. Among the butchers and better paid employees there are many who own their homes, and these will take the time now to do a little fixing up around the house, and thus will be made a demand for some kinds of Hardware."

All things considered, the Chicago trade is apparently in a good condition and with good crops in the West, 1904-5 ought to be banner years.

HAMMERNAIL.

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TRADE MARKS IN FOREIGN COUNTRIES.

Many American merchants and manufacturers who are doing an export business seem to think that it is not worth while registering their trade marks in foreign countries until the value of their foreign trade is considerable and the purchasing public abroad has been impressed with their identifying mark. There is grave danger in this delay. They probably do not know that in many foreign countries the absolute title to a trade mark is obtained by the first applicant for registration, and that subsequent applicants will be refused registration. When an American merchant or manufacturer postpones the registering of his trade mark until such time as he deems his foreign trade worth protecting, he is running a serious risk of finding that some other person or firm has previously registered his mark, and that he has lost title thereto, and, of course, is liable to suits for infringement. It will make no difference how long he has used the mark in the United States, or how much money he has spent in advertising his goods and creating a demand for them. This will all innure to the benefit of the first registrant abroad.

A recent decision of the Imperial Court, the highest judicial tribunal of Germany, emphasizes this fact.. Briefly, the facts in the case are, that the California Fig Syrup Co. had been selling its product in Germany through a German merchant. This merchant, without the knowledge of the American company, registered its trade mark. When the American company learned of this it demanded that the title to the trade mark be transferred to it. This is what the German pirate was expecting, for he promptly demanded twelve thousand dollars for the German rights. The American company refused to be blackmailed and immediately brought suit to have the registration cancelled on the ground of fraud on the part of the German registrant. The case was carried on appeal to the highest court of Germany with the result that the registration was upheld and the American company deprived absolutely of its title to the trade mark. If it desires to sell its product in Germany it can do so only with the consent of the owner of the trade mark, and one can imagine that that consent will be a pretty expensive thing for the American company to obtain.

There is another reason why American merchants seeking to develop their foreign trade should register their trade marks in foreign countries, and that is, *to make sure that they are not using a trade mark previously registered by another.* It is not an unusual thing for manufacturers in the same line of industry in various countries to adopt substantially the same mark for their goods. It has occurred in our practice very recently that an American manufacturer's trade marks were refused registration in Germany and England because of prior registrations of almost the identical marks in those countries by resident manufacturers. We were able to ascertain that there was no piracy of our client's trade marks, the three manufacturers having, by a singular coincidence, selected the same arbitrary words as their trade marks. This experience, while disappointing and surprising to our client, enables him to avoid being sued for infringement by the resident manufacturers. And further it saved him the expense of building up a trade under those marks for the other fellow to reap the benefit of. Manufacturers should, therefore, register their marks, not only to prevent others pirating them, but also, to make sure that they are not infringing on the trade mark rights of resident manufacturers and merchants. These remarks apply to most of the foreign countries having trade mark laws.

Davis & Davis.

AGRICULTURAL IMPLEMENTS IN DEMAND.

The Argentine Republic has purchased a large quantity of agricultural implements in the United States in the current year and the orders are gradually increasing. Within the last few days Adopho Mantels, of Buenos Ayres, has placed an order for riding ploughs, valued at $40,000, which is the largest export order ever received for these ploughs. Purchases of sewing machines and other improved implements have been especially heavy. The growth of this commerce has caused the manufacturers in the United States to give this trade more attention. The manufacturers here have an advantage in competing for this trade over their competitors from other countries, in that the implements produced here are more modern and generally of a better grade. Many manufacturers have made extensions and improvements in their plants which will enable them to fill foreign orders much more promptly than they have hitherto. The fact that they have been overrun with domestic orders caused the comparative neglect of the export trade.

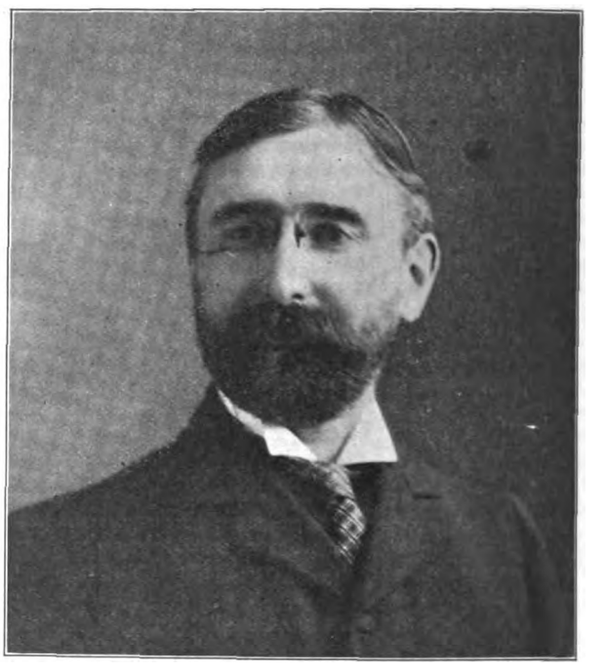
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A gentleman never forgets the respect due to advanced age.

DEATH OF THOMAS W. MUNROE.

The friends, in both the business and social circles of Thomas W. Munroe, have been severely shocked in the knowledge of his tragic death by shooting himself on July 25, at his home in Brooklyn.

Since 1895 he has been the secretary and manager of the Allerton-Clark Company, New York, which position he has filled creditably and efficiently until the day of his sad death. It is generally believed that the cause of his rash act was due to overmental strain induced by real or imaginary business worries, augmented recently by the critical illness of a favorite daughter, threatened with appendicitis, and with whom he had watched day and night.



THOMAS W. MUNROE.

Those who have known him intimately now recall changes at times in his demeanor that at the time were thought of no consequence, but in the light of the present occurrence would cause the inference of inherited tendency, especially as it is remembered that his aged father died of melancholia.

Thomas W. Munroe was the son of Richard Munroe, who for over thirty years was a valued and trusted employee of A. T. Stewart, and a legatee by the great merchant's will for long and faithful service. He was born in New York, January 22, 1854, not far from Stuyvesant square, and was educated at Public School No. 35, the school noted for having graduated so many prominent New Yorkers, now leaders in its mercantile, financial, judicial and governmental affairs, the alumni of which organized in 1897 the Thomas Hunter Association, in honor of their respected principal.

Mr. Munroe began his business life with Theodore W. Mace, at 116 Chambers' street, manufacturers' representative in mechanics' tools. From there he went to Hart, Bliven & Mead Mfg. Company, about July 1, 1870, remaining with the house until it went out of business in 1878, when he entered the employ of Thomas Chalmers, for whom he was head traveling salesman for five years. Having married while with the latter house, he grew tired of traveling and went with C. F. Guyon, a former fellow clerk in Hart, Bliven & Mead, and who then represented the Reading Hardware Company in New York. On the organization of the C. F. Guyon Company, after the Reading Hardware Company established its own branch here, Mr. Munroe became its secretary. With the failure of the Guyon Company in the panic of 1895 he became the secretary and manager of the newly organized Allerton-Clarke Company, where he remained until his decease.

Mr. Munroe was a man of domestic habits, taking great pride in his home and family, which was a happy one. As a citizen he was a man above reproach, refined, cultured and with a ready sympathy that no one sought in vain. His sad death will not soon be forgotten by hosts of warm friends and acquaintances. He was not a club member but was always proud of the fact that he was a veteran of Company G, Twenty-third Regiment, N. Y. N. G. He was also a member of Doric Lodge F. and A. M. He is survived by a widow and two daughters.

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RECENT TRADE PUBLICATIONS.

JOSEPH RODGERS & SONS, LTD., No. 6 Norfolk Street, Sheffield, England, with Alfred Field & Co., 93 Chambers Street, New York, as sole agents in the United States, have issued a handsome catalogue of 46 pages, exploiting and fully illustrating cutlery of their manufacture, which they claim is the "highest grade cutlery ever made." They have sent 15,000 copies of this catalogue to the trade to enable dealers to make proper selections of the Rodgers goods for their trade, which heretofore has been difficult for the dealers to accomplish. For a long time past Joseph Rodgers & Sons have found that consumers of cutlery have experienced a difficulty in obtaining what they want of goods made by them. This has been evidenced by the large number of enquiries reaching them from private individuals, demonstrating that they are not successful in obtaining from their local merchants the patterns they desire. If the retailer will indicate to his jobber the patterns and goods he wants, the jobber will very likely give him all information and furnish him promptly with the goods.

HANSON BROTHERS, 20 West Randolph Street, Chicago, Ill., manufacturers of Improved Spring Scales and Hardware specialties, have issued a neatly arranged pamphlet catalogue which folds to envelope size, devoted entirely to scales of their manufacture. The construction of their U. S. Family Scale, of which they give illustrations, enables them to remove the steel post which makes the scale absolutely unbreakable, also protects the weighing mechanism in handling and shipping. No other scale has this removable steel post, which has been pronounced by leading dealers to be a quick seller. The following features adopted in their scales distinguish them as superior in perfection of construction and practical results in use: The removable steel post, insuring perfect condition of the scale upon delivery; the scale boxes are pressed from one solid piece of No. 20 cold rolled drawing steel, making the scale absolutely correct at all weights and shows no variation; a solid aluminum dial with the pounds and ounces pressed deep in the metal which will never tarnish and the graduation lines cannot be rubbed off; handmade oil-tempered springs made from the best cast steel wire (oil-tempered springs will always go back to the starting line); it has a flat bottom which will protect the weighing mechanism. In case of overloading, the surplus weight will rest on bottom of scale. The book may be had upon request.

THE J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., are distributing an envelope-size pamphlet abridged catalogue embracing a line of their rifles and shotguns, and containing illustrations of fifteen of the same, the first cut being one of a Stevens-Maynard, Jr. Rifle No. 15 offered the trade in response to a large demand for a low-priced rifle, and at the same time a thoroughly accurate and reliable arm. Next is the "Stevens Crack-Shot" No. 16, which combines all the good features of any of the best rifles now on the market, guaranteed quality, finish, accuracy, style and stability, as well as compactness, and the company highly recommend it. Among the shotguns, they illustrate their single barrel No. 105, which has special "Electro" steel barrel, choke bored for nitro powder, drop forged and case hardened frame, top snap, low rebounding hammer, varnished walnut stock, with pistol grip, rubber butt plate, patent snap, walnut forearm and metal joint. Adapted for any standard make of shell, factory loaded with either black or smokeless powders. Send for booklet, which fully illustrates and describes all of the fifteen styles, as well as their shotgun cleaners, rifle cleaning rods, etc., etc.

THE WIRE GOODS COMPANY, Worcester, Mass., have issued an abstract from their No. 5 catalogue in the form of a pamphlet comprised of three large size circulars enclosed in one double circular which forms a cover. These exploit wire goods of their manufacture, including coat and hat hooks, hooks and eyes, wire mats and baskets, moulding hooks, spool wire, staples, wire chain, fruit pickers, ladder chain, dish washers, etc., etc. They make special mention of their wire counter display baskets, which are clean, strong and handsome in appearance. Dust cannot collect in these baskets, and they permit the quick cleaning of counter by removing the baskets (with the goods in them) and sweeping up the dust beneath. The Wire Goods Company manufacture everything made of wire, and suggest that you obtain a copy of their catalogue No. 5 for their full line of goods.

THE FORBES SILVER CO., Meriden, Conn., have recently issued their catalogue No. 9, which is a handsome edition, illustrating their extensive line of silver plated ware. It contains 116 pages and is enclosed in an extremely neat cover of dark green linen. The company direct particular attention to their many new designs in Applied, French Grey and Butler finishes, and other high grade ware. They also show a good assortment of the more moderate in price designs, the whole making a selection covering everything needed in the stock of the dealer selling silver plated ware. This catalogue supercedes all previous issues, and the company request that the old catalogue be destroyed, as it contains many designs they can no longer furnish. They can only furnish goods as listed, with no special finishes, designs or sizes. All goods bearing their trade mark are fully guaranteed by them.

THE UNION MANUFACTURING CO., New Britain, Conn., and 103 Chambers Street, New York, have distributed recently their new catalogue No. 4 devoted to the exploitation of their iron and wood bottom planes, spoke shaves, circular planes and the Union Adjustable Scraper. The company state that in presenting this catalogue they desire to call especial attention to the several additions and improvements which they have made to their line. They state it as their intention to add to this line as fast as possible, and to make it a complete line of tools. Modern methods of manufacture have been employed to perfect these goods, and the success with which they have met in the markets of the world is a testimonial of their merit. They have given in the above catalogue the list prices in United States money and also in sterling. This is done for the benefit of their foreign trade, but their invoices will be extended in United States money as in the past. Their catalogue is well gotten up and contains illustrations of all their goods. Send for one to the above address.

WYETH HARDWARE & MFG. CO., St. Joseph, Mo., have recently sent us one of their 1904-5 catalogues illustrating and describing their line of stoves and ranges. The first illustration is a cut of their Imperial Steel Range, for coal or wood, showing reservoir. These are made of Wood's best grade patent level cold rolled annealed steel; asbestos lined throughout; cemented cast plate over oven; cast plate securely anchored under oven to prevent warping, the oven being ventilated. It is japanned baked hard-finish and has a reversible duplex pull-out grate, which can be taken out without disturbing fire-box linings. All ranges are fitted with an extended fire-box for wood. The Imperial has a flush-top encased cast iron, enameled reservoir. The front top is ornamented with a handsome nickeled band, and has upright nickeled strips on corners, nickeled oven door, fire door, ash pit door, soot door, end brackets, name plates and all bands on high closet, and has side and front pouch feed doors. The catalogue includes illustrations of all their products, each one described in detail with different sizes of oven and top, weight and list prices given.

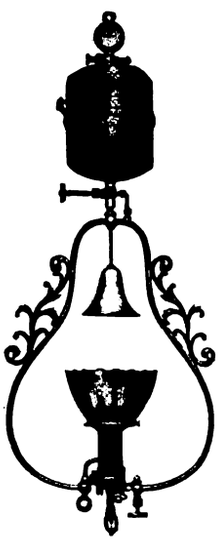
KAMPFE BROTHERS, 8-12 Reade Street, New York, have sent us a copy of their envelope-size catalogue which they are distributing, and which contains 41 pages devoted to the exploitation of their Genuine Star Safety Razor, which, they state, shaves clean and never pulls. The book is well illustrated and presents cuts and description as well as prices of the different sets which they put up. Included among others, is their No. 9, a traveling case, put up in an elegant satin-lined morocco case, and contains one Safety Frame with two perfectly adjusted blades of fine silver steel, box of finely perfumed shaving soap, holder for stropping and honing blades, shaving brush, comb and cosmetique, in fact, everything requisite for an easy, quick and luxurious shave. Their razor blades are forged of the highest grade of double refined English steel, and, they state, each blade speaks for itself. They are fully concave and tempered by a secret process of their own, which makes each blade a magnet in itself. Old blades can be reground and put in order at any time, and defective ones replaced by any of their agents. Send for pamphlet catalogue explaining in detail the merits of their Star Safety Razors.

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LIGHTING AND HEATING APPLIANCES.

Thomas K. Ober & Co., 832 Drexel Building, Philadelphia, Pa., U. S. A. who are the export agents for the well-known Kitson Hydro-Carbon Heating and Incandescent Lighting Company, of that city, claim that this company operate the largest and most complete plant for the manufacture of kerosene burning lamps and apparatus in the world, and are thoroughly equipped to supply the large and increasing demands made upon them. Their large output enables them to furnish goods at the lowest market prices consistent with the best quality of workmanship. Their lamps are constructed to burn kerosene oil, which they recommend on account of its safety and economy, but they may, nevertheless, be adapted to burn gasolene, naphtha, alcohol or spirits, by attaching an air shutter which adjusts the lamp in a simple manner to burn these fluids.

These lamps are made in two forms; one the System and the other the Portable or Fount form. In the System form lamps, ordinary kerosene oil is placed in a steel tank, and a pressure is put upon it by means of a pump, and the oil is forced from the tank to the lamp through small tubes, no larger than electric light wires. The System form is recommended for permanent installations, as each lamp does not require filling, all the oil being placed in the tank and distributed to the lamps through the tubing. With the Portable or Fount style each lamp is furnished



HARP FIXTURE FOR INSIDE USE.

with a tank attached and is recommended for use in places where the light is not to be kept permanently in the same position.

All of the lamps manufactured by this concern are simple in construction and though made in two distinct styles, the principle of operation is precisely the same, the lamp consisting of an oil vaporizer and an air tube leading to and supporting the burner into which the vapor is injected and air drawn in through openings in the air tube. The gas thus formed burns within an incandescent mantle, creating a light of intense purity and brilliancy. The entire process of gasification is carried on in the lamp itself. The makers claim that the light is more diffusive, softer and more agreeable to the eyesight and is entirely free from the flickering and shadows attendant upon the arc electric lamp; colors, also, are as readily distinguished as by daylight, rendering the use of these lamps very desirable in all places where colored goods are made or offered for sale. It is claimed that the effective candle-power from the two-mantle lamp is greater, light per light, than from the improved arc light of nominal 2,000 candle power.

The manufacturers say that, recognizing the safety of this lighting system, the various boards of underwriters throughout the country have been unanimous in their approval of it and all installations are made without any increase whatsoever in the rate of insurance. The fact that this system uses kerosene oil, renders it safer and obviates the dangers caused by the use of gasolene or naphtha. One gallon of kerosene will burn in a 2,000 candle-power lamp for a space of 12 hours, and in a 1,000 candle-power lamp for twenty hours. The saving in the cost of operation over other systems of lighting renders this system exceedingly attractive to consumers, especially when economy of operation is combined with the greatest efficiency in illumination. All of these properties of the Kitson lights, render them exceptionally desirable for the lighting of stores, streets, factories, wharves, warehouses, etc. Forty thousand lamps are now in use throughout this and foreign countries in places of the above character, as well as in private parks, building operations, railway stations, yards, etc. Copies of testimonials will be furnished to all interested. The company wish to call especial attention to their street lighting outfits of 2,000 candle-power which are claimed to be the most improved appliances on the market for the lighting of streets, parks, private grounds, etc., and are largely used in the United States and foreign countries. Another specialty is the contractors' portable lamp, 2,000 candle-power, which has been designed and is admirably adapted for use in all cases where a light of high candle-power is desired by contractors, builders, street and steam railway companies, etc., on such work as street paving, track laying, trench digging, steam and street railway building or repairing, removing debris in burned or razed buildings, and for working in old and new buildings where no other form of light is available or satisfactory. Particular attention is directed to the low cost of production and high efficiency of the light. A consumption of one gallon of kerosene oil will give a light of 2,000 candle-power for 12 hours at a cost of about ten cents.

Correspondence is solicited and catalogues will be furnished to all interested. Address Messrs. Thomas K. Ober & Co., Export Agents, 832 Drexel Building, Philadelphia, Pa., U. S. A.

EASTERN TRADE NEWS.

(By Special Correspondent)

"Collections are slow"—this is the leading feature of trade in the East. Some dealers say that the reason money comes in so slowly is because farmers and others have not yet caught up with the season. That the very severe and long Winter so tied them up, that it will take another three months to wear off the bad results of those dull days.

Then, too, there is at present very little building taking place, and the usual mid-Summer dullness in most lines is about as in other years.

One of the few Eastern cities where the Hardware trade is booming is Schenectady, N. Y. Here there is an active demand for all building material—many new houses are being erected to fill the rapidly growing demand, caused by the constant enlargement in both the Locomotive and General Electric Works. Clark Witbeck, who is one of Schenectady's progressive Hardwaremen, in speaking of trade conditions, said: "Business is good—could not be much better; here we have two large works giving employment to over 17,000 men, and, of course, trade is bound to be good. My wholesale trade is also good—and that end of my business is growing just as rapidly as is the retail." When asked what the outlook for Fall trade was, Mr. Witbeck said: "Well, you know this is a Presidential year, and everyone knows what that means, but the outlook is better than in 1900 or in 1896." In addition to a general line of Hardware, Mr. Witbeck makes a specialty of fine mechanical machinists' tools and recently issued some very convincing circulars putting forth the merits of the B. & S. goods.

Another Schenectady concern carrying a very complete stock and doing a large retail trade is Teller & Stanton. This firm carry a full line of garden tools and were recently making a very attractive display of lawn mowers and garden hose.

In the retail store of the Albany Hardware and Iron Co., there was an air of activity which was also noted in the sporting goods branch across the street, operated by the same firm.

AROUND NEW YORK CITY.

R. Gray, Jr.'s store on Market Street, Newark, has an air of prosperity that speaks much as to the energy and ability of the proprietor. Both wholesale and retail business is carried on by R. Gray, Jr. in General Hardware.

Down at 198 Ferry Street, Lacmann Bros. are remodeling their Hardware store, and putting in a new plate glass front. Mr. Lacmann said that business was good, especially in the plumbing department, which is given special attention.

HAMMERNAIL.

STERLING.

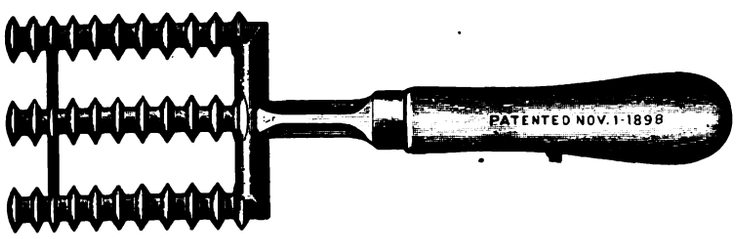
How many folk who work every day in the year who use the phrase "pounds sterling," are aware of its origin? Probably not one in a thousand. Yet the adjective "sterling," which apart from its commercial sense has come to indicate worth and genuineness, has a curious historical significance, and is a distinct survival of the times when England did not weigh so heavily in the balance of power as she does now. In the fourteenth century the trade of the known world was, almost without exception, in the hands of the Hanseatic League. Within this league there were many towns, most of which coined money, some using better metal than others. Lubec, a Baltic city, made the best money, and the English merchants, who even then knew a good thing when they saw it, used to contract for payment in the "moneys of the Easterlings"—Easterlings being their name for the Baltic merchants. Shortened for convenience, the word still obtains, and has all its original force.—*Liverpool (Eng.) Post.*

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NEW GOODS AND SPECIALTIES.

THE "DAISY" STEAK POUNDER.

The Wagner Mfg. Co., Cedar Falls, Ia., are placing on the market a new pattern of steak pounder which possesses original features of excellence. We present an illustration of the same here-

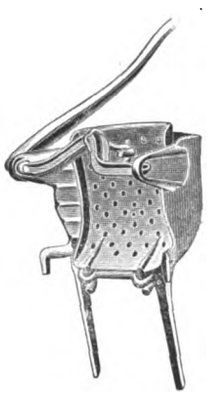


"DAISY" STEAK POUNDER.

with, which sufficiently indicates its general appearance. It is made of malleable iron and heavily tinned, having a length over all of 10½ inches, the three pounder arms being 3¾ inches long; included in its make-up are thirty three "disc" formations, the edges of which touch the steak at each blow of the pounder. The device is securely tanged in a wood handle with brass ferrule, the entire appliance weighing but 14 ounces.

THE GODDARD MOP PRESS.

C. A. Goddard, Akron, Ohio, is the patentee and sole manufacturer of the Goddard Mop Press, of which we present an illustration. It is made of malleable iron, the most unbreakable material from which such an appliance can be constructed, and differing from others now on the market is complete in only four pieces,

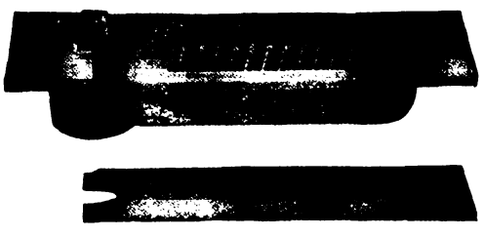


THE GODDARD MOP PRESS.

the body, follower, handle and connection rod. Two lugs on the follower fit in the holes in the body of press, making a hinge joint, and the two lugs on body of press, hook over bucket (or other receptacle) holding the press in place for its proper use. It is so constructed that when using it, you do not have to bend over it, and owing to the lock lever feature a little pressure on the handle suffices to wring the mop sufficiently dry. The press is made so it will fit any size of bucket. There are no screws or rivets used in its construction, thus avoiding the necessity for repairs.

COLUMBIAN FLOOR SPRING HINGE.

The floor spring hinge illustrated herewith is the product of the Columbian Hardware Company, Cleveland, Ohio. The hinge is ball bearing and is referred to as having exclusive features of application and construction. It is compact, occupying small space in the floor, particularly in depth. The tension may be regulated at any time without disturbing either the hinge or door, and it is also made so that the door may be put in place or entirely removed without a moment's time without interfering with or removing a single part of the hinge. It is also pointed out

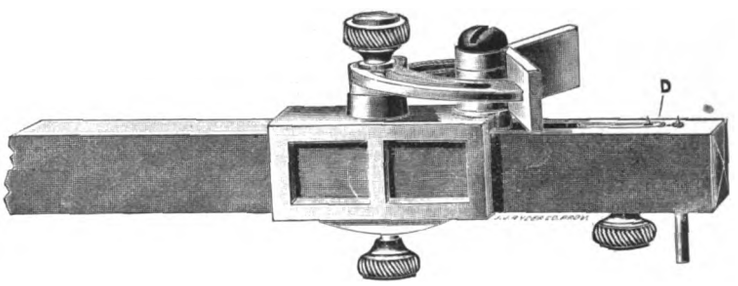


COLUMBIAN FLOOR SPRING HINGE.

that it is noiseless and protected against dirt or moisture. The absence of a multiplicity of intricate parts and the peculiar action of the spring are especially alluded to by the company, which makes the hinges in four sizes to suit doors of various dimensions.

WINSLOW'S ADJUSTABLE GAUGE.

We illustrate herewith Winslow's Adjustable Face Marking Gauge, manufactured by the Mossberg Wrench Co., Central Falls, R. I. One of the main points of merit in this gauge is the ease with which it is adjusted. To set the gauge for curved work it is only necessary to loosen the thumb screw at under side of gauge, press the gauge face against the edge of the work to be gauged so that it accommodates itself to the work, and then tighten the thumbscrew again. For straight work the gauge is set in the same manner, adjusting the gauge face to a straight edge and at right angles to the gauge bar. Double line gauging is accomplished by means of a shiftable marker, carried on a sliding plate.



WINSLOW'S ADJUSTABLE GAUGE.

This sliding plate is mounted in a slot in the gauge bar and is adjusted and secured in position by means of a thumb screw, handily located on top of the bar. When necessary, the adjustable plate and marker can be readily removed. A welcome feature of Winslow's Gauge is the absence of the bulky block which on other gauges surrounds the bar and obstructs the hand in using the gauge. The face is adjusted to and from the marking points by means of thumbscrew on top of the sleeve, inside of which and bearing on the bar, is a flat spring which holds the sleeve frictionally and prevents it from sliding from the bar where the thumbscrew is loosened. The gauge is furnished with a rosewood bar of first quality, and all metal parts are heavily nickeled and highly polished.

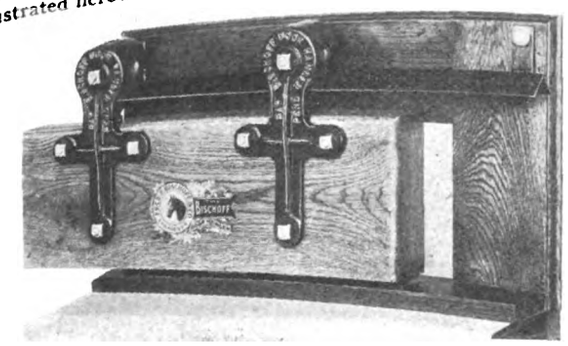
ELECTRICITY AS A HANDY HOUSE SERVANT.

In the United States no up-to-date home is now complete without electricity, and the number of uses to which it can be put is increasing every month. It makes a most valuable and handy house servant. For instance, you can have not only electric light, but an electric stove to warm the house and an electric fan to make it cool. There are electrically heated flat-irons, curling-irons, chafing-dishes, griddles, toasters, cereal boilers and coffee urns. The expense in using these is not more than three-quarters of a cent an hour. An electric "hot-wire" bag has lately come into use, to take the place of hot-water bags. Tiny motors, a foot high, are being used to run sewing-machines, so that even an invalid can operate a machine. Electrically heated dumb-waiters are to be used in a couple of hotels now being built in New York City, and there seems to be no limit to the usefulness of the mysterious power which will interest scientists and inventors for years to come.—*Exchange.*

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THE BISCHOFF HANGER.

Bischoff & Co., Chicago, are offering to the retail trade a proposition in connection with their door hanger, especially remarkable for its fairness to the dealer, and which is already resulting in a very material increase in sales. The Bischoff Hanger, which is illustrated herewith, possesses many strong talking points, making



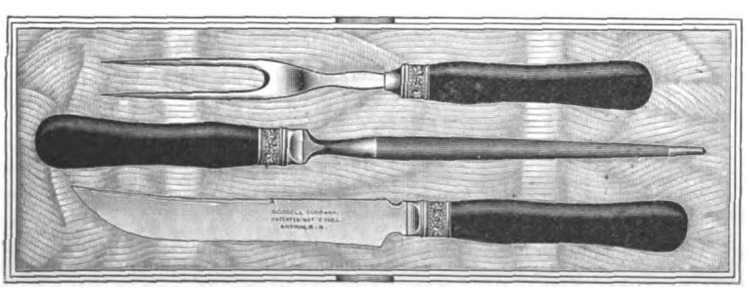
it a ready seller, even without the assistance given by its manufacturers. It sells at retail at $1.25 per pair and the track at 10 cents per foot. With each order for one dozen pairs is sent free of cost a handsome display hanger, full size, with metal parts triple enameled and the wood piano finished. Its handsome appearance and the case with which, by its assistance, the strong features of the machine are pointed out, almost invariably insures a sale where the prospective customer is at all interested. A strong feature of the Bischoff proposition of interest to the retailer is the fact that these goods are shipped with the privilege of being returned at the end of thirty days if not sold, all expenses of shipping both ways being paid by the manufacturers.

NEW USE FOR ALUMINUM.

According to *La Metallurgic*, at a recent meeting of the "Societe d'Encouragement pour l'Industre National," an interesting paper was read on the substitution of aluminum for wood in the machinery of spinning mills. In the textile industries—spinning, dyeing, and silk weaving, among others—a wooden bobbin is generally used. This is cheap and easily worked, but it has many drawbacks. Being very hygrometric, it suffers from variations of temperature; this accounts for the fact that in spinning factories where the atmosphere is full of humidity the bobbins revolve irregularly, causing jerks which slacken the speed and occasion the threads to break. The result is waste of stuff and loss of time in joining the threads again. It has been proposed to substitute aluminum for wood. Bobbins made of this metal revolve in any temperature and any degree of humidity; their relative lightness (five aluminum bobbins weigh no more than two wooden ones) allows the machines carrying them to move more quickly, or an equal speed may be obtained at less expense of motive power; finally, the smaller volume of the bobbins diminishes the cost of transport It was stated that several firms had adopted the use of aluminum bobbins and had found that they possessed many advantages.

GOODELL STEAK OR BIRD CARVER.

We present herewith an illustration of a set of Steak or Bird Carving Knife and Fork, with appropriate steel, one of the most popular additions recently made to the fine line of cutlery specialties associated with the name of Goodell Company, Antrim,

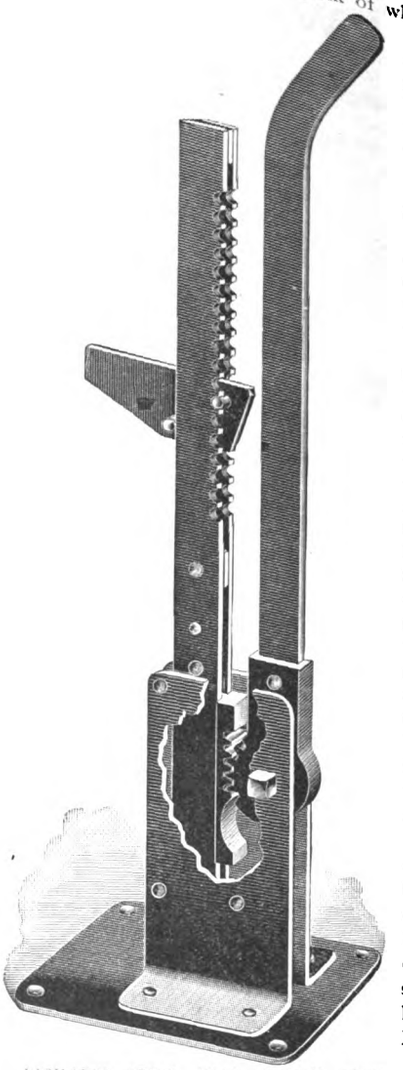


GOODELL STEAK OR BIRD CARVER.

N. H. The demand for small carvers has been growing faster lately than for the larger sizes, so this set was placed on the market for the first time this season and has proved immensely popular. The newly designed blade is of the best carver steel, is 5 inches long, the fork and ornamental trimmings are nickel plated; the steel is well proportioned, and cut with the famous new process, which surpasses any previous method of forming the proper surface for making a cutting edge. The handles are of ebony, and the whole set is packed attractively in a satin lined display box.

RICHARDS TIGER STEEL WAGON JACK.

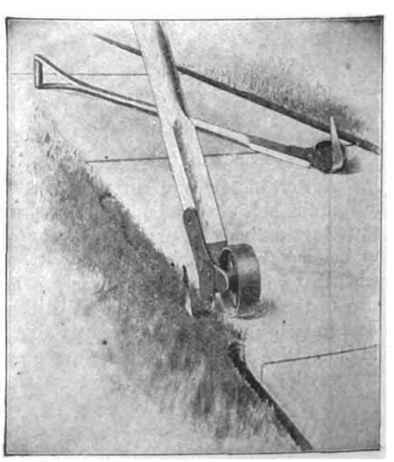
The Richards Mfg. Co., Aurora, Ill., are manufacturers of the Richards Tiger Steel Wagon Jack of which we give an illustration. This jack locks automatically. It is a powerful jack, operated by pinion and lever, and is so constructed, it is claimed, that the greatest possible leverage is obtained. when the load is lifted and the handle is down the jack becomes locked and holds the load in position until the lever is raised. The capacity of this jack is 1,200 pounds. It is packed in dozen lots and weighs 130 lbs. This company are large manufacturers of Hardware specialties, among which are such leaders as Richards Palace ball bearing house door hanger, Richards royal ball bearing trolley house door hanger, Richards parallel tracks, trolley tracks and hangers, especially adapted for movable partitions and continuous doors for freight houses, warehouses, an improved fire door fixture for closing doors automatically in case of fire, Richards Tramp door latch made of malleable iron, reversible for right or left doors, Richards Bull Dog steel door latch for heavy swinging doors, also a line of ball bearing Noiseless Store Ladders.



RICHARDS STEEL TIGER WAGON JACK.

WEMPLE'S TRENCH CUTTER.

Orr & Lockett Hardware Co., Chicago, Ill., are introducing to the Hardware trade the Wemple Trench Cutter, a new and patented tool for edging lawns. It is simple in its construction, easy in operation, and a saver of valuable time. It is a desirable tool to have where cement sidewalks are in vogue, as may be judged from the cut herewith; the operator pushes the tool along



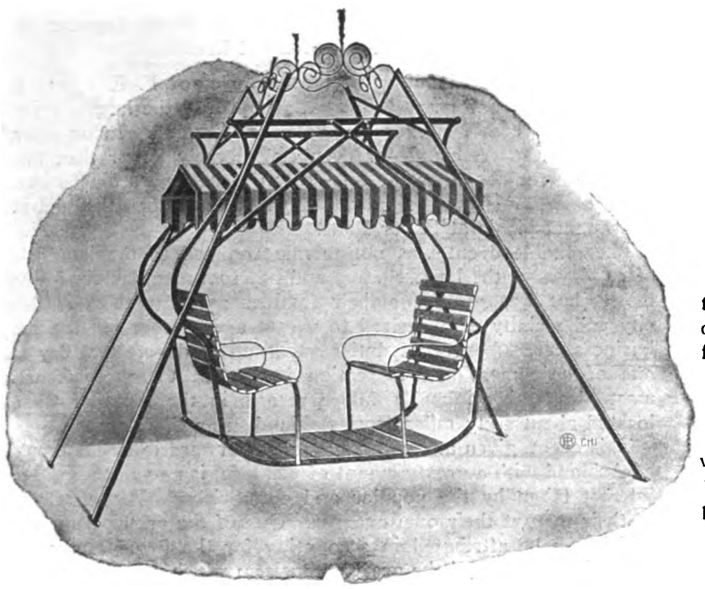
WEMPLE'S TRENCH CUTTER.

the edge of the cement sidewalk, when a "U" shaped knife attached to the tool cuts a trench two inches wide and two inches deep, without even the inconvenience of bending over while at his work. In this way the lawns are trimmed evenly and by a little attention, unsightly, scraggly grass is prevented from presenting a careless edge. The tool is designed to be marketed at a moderate price and should meet with a wide distribution if given publicity.

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THE EAGLE LAWN SWING.

The Eagle Lawn Swing, manufactured by A. Buch's Sons, Elizabethtown, Pa., possesses several good features not to be found in any other article of this kind. The Eagle Swing, which we illustrate herewith, is constructed of special high carboned steel, excepting the slats in the seat and platform, which are of hardwood lumber of the best material, and which, it is claimed, will last for years. The platform extends the full length, thus acting as a guard and as a further preventive of accidents. The swing has no shearing points. One of the best features of this swing is its pleasing motion. The chairs keep one position irrespective



EAGLE LAWN SWING.

of the swinging and rise and fall movement. The tilting movement usual in other swings and so productive of accidents has been entirely eliminated. The swing is shipped in two parts, and is so put together that it can be put up without instructions in five minutes' time, can be taken down in less time and stored in a very small space. The complete swing includes a long canopy made of the best material and thoroughly bound with braid, and ornamented scroll work at the top Special scroll work can be obtained at an additional cost, and also shades for the sides. An extra heavy swing is made on the same general design for public parks, etc. The selling price of the Eagle Swing is, of course, higher than that obtained for wood swings, but it has been found that buyers almost invariably are willing to pay the difference to get an article so evidently superior.

THE X-RADIUM FOOT WARMER.

Among the many successful specialties that are being marketed through the Hardware trade by the Novelty Manufacturing Company, Jackson, Mich., the X-Radium Foot Warmer which we illustrate herewith deserves close attention. It is shown in Fig. 1 in its complete form. This is an exceedingly useful and popular article and will no doubt be in large demand the coming fall and winter.

It consists of two parts and the heating pad of stamped steel is shown in figure 2. This is filled with X-Radium, a substance that

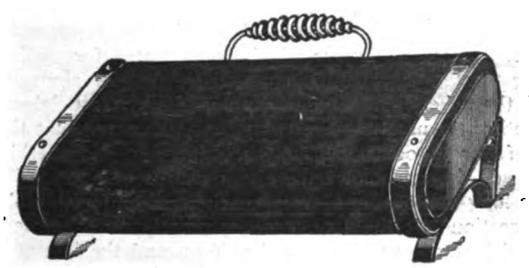


FIG. 1.—THE X-RADIUM FOOR WARMER.

has a wonderful power for absorbing and holding heat. The second part, as shown in figure 3 is a stamped steel receiver covered with plush, in which the heating pad is placed and which serves as a foot rest. The whole is handsomely nickel-plated and polished and is 10 inches long, 6½ inches wide and four inches high. All that is necessary to prepare it for use is to place the pad on top of a hot stove for twenty minutes and then put it in the foot rest. It absorbs heat in that time which it retains for two or three hours, and makes a most comfortable adjunct for a sleigh or car-

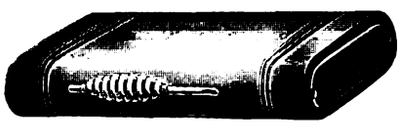


FIG. 2.—INNER SHELL.

riage on a cold day. Through its use all danger of fire is avoided and the same results exactly secured. Those who have occasion

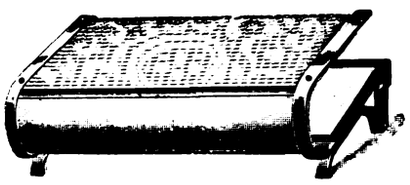
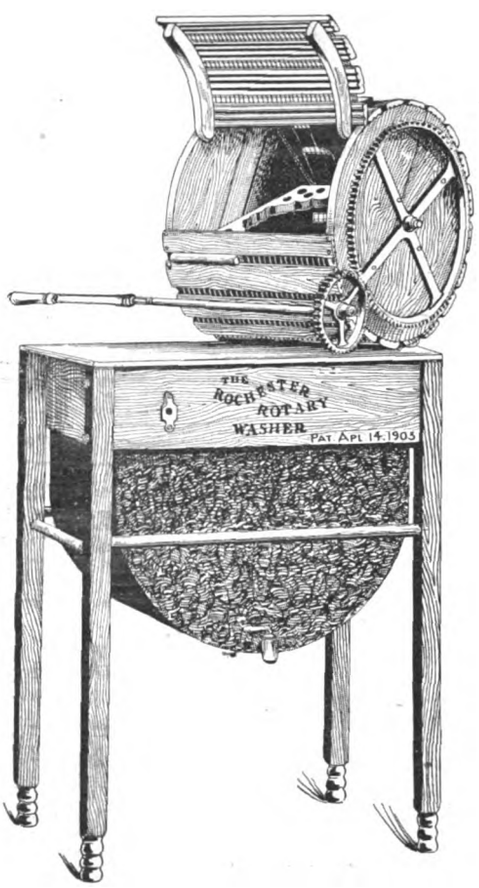


FIG. 3.—STAMPED STEEL RECEIVER.

to ride frequently during the winter will find this a desirable addition to their usual equipment. Few things can be relied upon to furnish so much comfort.

ROCHESTER ROTARY WASHER.

The Rochester Rotary Washer, which we illustrate herewith, was patented by D. W. Hawley and George P. Bortle, April 14th, 1903. The machine is composed of a drum made of Tennessee poplar, being 20 inches in diameter, having twenty 2½ by 17-inch



THE ROCHESTER ROTARY WASHER.

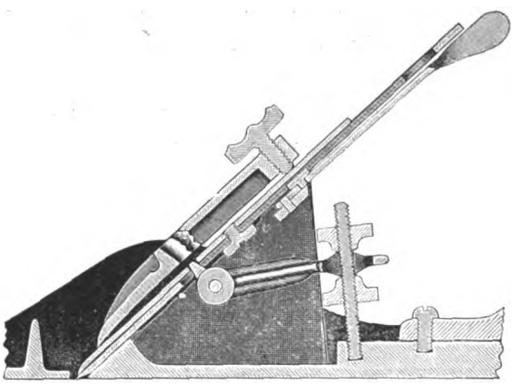
corrugated staves, nineteen 1⅛ by 16-inch zinc pieces with twelve ⅝-inch holes in each one, allowing the water and soap-suds to circulate freely through the clothing. There are two wings at right angles to each other, one on each head of the drum. The wings keep the clothes in motion from one side to the other, forcing them to rub on the corrugated staves; they also keep the clothes from becoming knotted together. The drum runs one way all the time, no reverse motion being necessary, a feature the manufacturer claims that no other machine possesses. The washer works well with any kind of power. The drum revolves about forty times per minute, and turns easily, there being one seventeen-inch

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gear on the head of the drum, one seven-inch gear on a ⅝-inch steel shaft, with 9-inch crank, giving a good leverage. The drum has an 11 by 17-inch cover which gives ample space to put in and take out the clothes. There is nothing but wood in the construction of the drum, no iron to stain the clothes. The box is 20 by 24 inches by 6⅛ inches deep, with a galvanized steel tank 16 inches deep, with a good faucet, four maple legs, tight cover to keep in all the steam. The washer should last for years if well taken care of. This machine is now being manufactured by George P. Bortle, Rochester, N. Y.

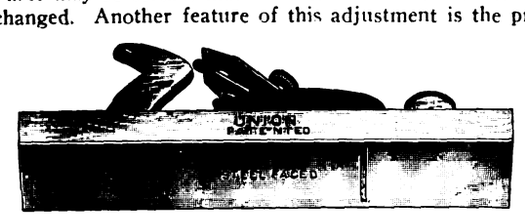
AN IMPROVEMENT IN PLANES.

In their catalogue No. 4, which has recently been sent to the trade, the Union Manufacturing Co., New Britain, Conn., devote considerable space to a description of The New Union Locking Lever Adjustment. They say, in part, as follows: "In presenting this new adjustment, we are confident that we have the best that has yet been designed by any plane manufacturer. While it is somewhat of a departure from the accepted ideas of plane adjustments, it is the result of careful study of the requirements of users of tools, and is in every point an improvement over the old. It has been thoroughly tested by competent mechanics and expert tool men, to determine its strength and holding power, and all unite in praising it highly.

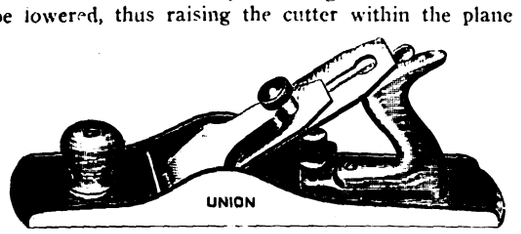


NEW UNION LOCKING ADJUSTMENT.

We have discarded the movable frog, and the cutter seat is made a part of the body of the plane. This gives a firm seat for the cutter at all times, which cannot become loosened or displaced under any conditions. This solid seat, combined with our extra heavy cutter, gives a plane that will stand any test. The cutter is raised or lowered by means of a lever, which is positive, a decided advantage over the screw adjustment commonly used. There is no loss of motion, the cutter responding to the slightest movement of the lever. This lever at its outer end is clamped by two brass nuts, which hold it securely in position. The cutter being set as desired, the lever is solidly clamped by the nuts, making it impossible for the cutter to be displaced. This locking device is one of the strong points of this adjustment, as the user may be certain that the cutter once set will remain so until changed. Another feature of this adjustment is the protection which may be given to the cutter when not in use. When the plane is to be laid aside, by loosening the lower nut, the lever may be lowered, thus raising the cutter within the plane body.



UNION WOOD PLANE.



UNION IRON PLANE.

The edge of the cutter is thus protected, and cannot be damaged by handling, while, the upper nut remaining in the same position, when the plane is again used the cutter is brought to exactly the same place. The cutter is firmly held in place by an iron cap, which slides under two lugs in the side walls, the proper leverage being obtained by a large brass screw at its upper end. In this way absolute rigidity of the cutter is obtained."

In the new catalogue are also shown the Union Adjustable Wood Planes, iron top and steel face, and the Union Iron Planes, both of which are illustrated herewith.

The catalogue is very conveniently arranged, especially as regards the size and prices, the latter being given in both dollars and sterling.

F. E. MYERS AND BROS.' ANNUAL OUTING.

Employers and Employes of Great Plant Work Together to Produce the Most Pleasant Result.

The fourth annual outing of the employes of F. E. Myers & Bros. occurred Saturday, July 23d., and proved the largest event of its kind which has ever originated in Ashland. In no other city the size of Ashland—or even considerably larger than this city—have the people so far this season turned out from factory, store, office, and home to enjoy a day's pleasure than they did at this annual picnic at Silver Lake.

The notable event was not merely confined to the hundreds of employes of the largest pump and hay tool manufactory in the world, but was given for their families and all others in this city and vicinity who desired to vacate a day from regular toil, business cares, household duties, etc., and to devote that day to one of enjoyment and recreation in one of the prettiest and most pleasurable inland summer resorts in the State of Ohio, located about sixty miles from Ashland, near Cleveland.

This event, given annually and looked forward to by the people of Ashland with a great amount of pleasure, is an evidence of the interest taken by the popular and enterprising Myers Brother in their men at their own expense. One of the principal reasons which can be attributed in accounting for the immense turnout of the employes, and the great enthusiasm which prevailed among everybody who took advantage of the low rate of fare arranged for, is the satisfaction the men find in the fair treatment they receive at the hands of their employers. This fact has been apparent and long since appreciated. It is the kindly personal interest which the Myers Brothers entertain in their men that there has never been a serious strike on at Ashland's biggest manufacturing plant. The amicable and good feeling which exists between employers and employes is very marked and has been the source of much favorable comment ever since this factory started to grow from a small plant to one of considerable magnitude.

Besides the employes of this local plant, hundreds of other people in this city and the surrounding country—and even from Mansfield and other nearby places—join in this outing every season. The attendance this year, however, exceeded expectations, and the picnic proved, indeed, a most gratifying and remarkable success in all its details and in every particular. Everybody had a grand, good time, and returned more or less fatigued to their homes at a reasonble hour Saturday night, feeling that they had enjoyed to the fullest measure the day of their lives. If there are any persons who failed to have a delightful time, they have themselves to blame for such delinquency, for it was there for all—married people, single folk and children alike.

While a great part of the people were at Silver Lake enjoying the picnic, the streets of Ashland seemed deserted and at times the city had an exaggerated Sabbath appearance. The weather could not have been more perfect for such a picnic than it was during the whole of Saturday. The early morn dawned clear and bright, and before the day had progressed far into the morning Old Sol was at his best. But while the sun was hot, there prevailed a cooling breeze which compensated for the hot rays.

The total number of tickets sold in the city alone was 2,356. With the tickets purchased at Nankin, Polk, West Salem, Creston and other towns along the route, it is estimated that the gathering of people occasioned by the Myers' picnic at Silver Lake increased the attendance there to upwards of 2,700. There were three long sections, and every coach was comfortably filled. The first section left the Erie depot promptly on scheduled time at 6.30 o'clock a. m.; the second at 6.45, and the last at 7 o'clock. The trip to the destination was delightful and it was so arranged that the trains arrived there almost at the same time. As the people unloaded they went direct for their lunch baskets, which had been well taken care of in the baggage car ahead. Nearly all the families and parties of friends and relatives took their dinners to the park, and many of them "fetched" enough good things along for their supper.

There were not benches enough, however, to accommodate all the picknickers and quite a number were obliged to spread lunches on the grounds.

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It was found that there were plenty of diversions to monopolize every one's time, and most of the people were constantly on the go, making themselves a tired and weary lot of mortals when it became time to get aboard the train for home.

Among the amusements indulged in by the Ashland delegation at the park were: Viewing the menagerie, taking rides on the toboggan, merry-go-rounds and the like, ring pitching for canes and knives, knocking the baby down, bathing, dancing, witnessing ball games, athletic sports and other things too numerous to mention.

The train service was remarkably good and the Erie Railway Company and the promoters of the excursion are to be commended on the excellent manner in which the big gathering was transported to and from their destination. The three trains left Ashland and arrived at Silver Lake at a good time and the same may be said of their return home.

There were a good many tired people in Ashland on Sunday by reason of the good time they had while at Silver Lake, enjoying the annual Myers' outing. Many, in consequence, missed church in the morning, but made up for that omission by attending both the young people's union services and the union church services at the opera house in the evening.

F. E. and P. A. Myers, with their families, after enjoying the day with their guests at the Silver Lake Park, went to Akron, from whence they proceeded to their summer home at Mullet Lake, Mich. The Myers brothers had set Saturday as the date to go to Michigan, but they were so interested in the success of the picnic that they decided to remain over and indulge in the festivities in common with the others.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED JULY 26, 1904.

367,022. FLOUR OR MEAL SIFTER. H. S. Brewington, Baltimore, Md.
367,044. MOP HEAD. C. C. Johnson, Springfield, Vt.
367,045. MOP. C. C. Johnson, Springfield, Vt.
367,048. COMBINATION PADLOCK. E Kauffeld, Pittsburg, Pa.
367,060. DOOR CHECK. H. F. Price, Fort Worth, Texas.
367,100. SASH CORD FASTENER. C. Kerby, Dayton, O.
367,131. DIE FOR FORMING AXES, ETC. J. W. Bowers, Franklin, Mass.
367,146. SAFETY LATCH FOR DOORS, ETC. J. Kaufmann, New York, N. Y.
367,263. HANDLE FOR TEA KETTLES, ETC. A. Bayley, Newark, N. J.
367,342. CAN HOLDER AND DRIP PAN. J. A. Hard, Denver Col.

PATENTS ISSUED JULY 26, 1904.

765,658. DOOR SECURER. Ernst Beseler, Crefeld, Germany.
765,703. FLY SCREEN. Clyde N. Friz, Baltimore, Md.
765,730. CASE FOR FISHING TACKLE. Chester R. Hoag, Newark, N. J.
765,792. COMBINED STEP LADDER AND IRONING BOARD. Jno. B. Rohrer, Philadelphia, Pa.
765,844. METAL WEATHER STRIP. Hugh E. Kenny, Detroit, Mich.
765,878. SHADE HOLDING DEVICE. Edward T. Burroughs, Portland, Me.
765,918. WASHING MACHINE. Ewdard G. Ellis, Pomona, Ill
706,026. LANTERN ATTACHMENT FOR VEHICLES. Frank M. Fisher, Little Sioux, Iowa.
706,097. WASHING MACHINE. Henry A. Bierley, Portsmouth, Ohio.

PATENTS EXPIRED AUG. 2, 1904.

367,378. FURNACE GRATE. Charles W. Eckerson, Creston, Iowa.
367,387. CASTER. Thedor Goetz, New York, N. Y.
367,429. COMBINED SCOOP AND SCALE. Fernando C. Moore and John C. Thompson, Grinnell, Iowa.
367,529. LAMP-FILLING CAN. John A. Kendall, Maysville, Mo.
367,535. REVOLVER. John M. Marlin, New Haven, Conn.
367,538. WIRE SCREEN STRETCHER AND CLAMP. Andrew Mattson, Minneapolis, Minn.
367,569. EGG BEATER. La Fayette Wikidal, Salem, Ore.
367,634. COMBINED DOOR SPRING AND BUFFER. Henry A. House and Henry A. House, Jr., Bridgeport, Conn.
367,748. FLYING TARGET. Thomas Ferguson and William W. Cartner, Parkersburg, Iowa.

PATENTS ISSUED AUG. 2, 1904.

766,169. BRUSH HOLDER. Lars Christiansen, Chicago, Ill.
766,209. CAN OPENER. Admiral D. York, Ensley, Ala.
766,246. STEP AND EXTENSION LADDER. Aaron Hartzler, Goshen, Ind.
766,270. COMBINED SCREW DRIVER AND HOLDER. Stephen P. Lapham, Pike, N. Y.
766,298. SHEARS. George Voelliner and Paul Devaux, New York, N. Y.
766,379. CAN OPENER. Fabius R. Pendleton, Boston, Mass.
766,386. DOOR-CLOSING DEVICE. Oscar C. Rixson, Chicago, Ill.
766,471. SAFETY RAZOR. Orange S. Terry, Toledo, Ohio.

THE PIKE MANUFACTURING CO.

The Pike Manufacturing Co., Pike, N. H., have prepared a new edition of their valuable brochure entitled "Oil Stones; How to Select and How to Use Them," the front cover of which is ornamented with the design displayed. The object of this pamphlet is to give a few practical suggestions on the selection, use and care of Oil Stones. In the briefest and plainest manner possible, so that the most inexperienced person may be enabled



to buy and use an Oil Stone understandingly. No article among a mechanic's tools is of greater importance to him, for no matter how good the quality of his edge tools may be, they cannot do good work unless properly sharpened. The loss in damaged tools and wasted time resulting every year from the use of inferior or unsuitable Oil Stones is enormous, far exceeding, doubtless, the cost of all Oil Stones sold. Notwithstanding this fact, but few mechanics and still fewer dealers understand the particular merits of the different Oil Stones, or how to select them for different purposes.

ECONOMIC VALUE OF THE QUAIL.

Ornithologists of the Department of Agriculture have been making an investigation of the economic value of the bob white, or common quail, as a result of which it is now announced that that bird is "probably the most useful abundant species on the farms." It consumes large quantities of weed seeds and destroys many of the worst insect pests, yet it does not injure grain, fruit or any other crop. It is figured that from September 1 to April 30, annually, in Virginia alone, the total consumption of weed seed by bob whites amounts to 573 tons. Some of the pests which it habitually destroys are the Mexican cotton boll weevil, which damages the cotton crop upward of $15,000,000 a year; the potato beetle, which cuts off $10,000,000 from the value of the potato crop; the cotton worms, which have been known to cause $30,000,000 loss in a year; the chinch bugs and the Rocky Mountain locust, scourges which leave desolation in their path and have caused losses to the extent of $100,000,000 in some years. The report urges measures to secure the preservation of the bob whites in this country.

A Practicing Parson.

Little Elmer—Papa, what do the letters "D. D." after a man's name mean?

Prof. Broadhead—That he is a doctor who makes a practice of preaching, my son.—*Town Topics.*

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HARDWARE IN BRAZIL

WRITTEN FOR HARDWARE

It is a regrettable fact that most of the countries of this hemisphere, situated below the equator, have for many years been neglected commercially by American manufacturers. The writer, who has been residing in Brazil for over twenty-five years, and who knows almost every State of the Republic from close personal observation, remembers very well that up to about ten years ago most of the American articles and goods now on sale in Brazil were entirely unknown. England and the Continent of Europe have been supplying the market for most of its demands, and they still get the bulk of Brazil's import trade, and this in spite of the fact that the United States buys more from Brazil than any other country in the world. The Brazilians are tenacious customers. They do not change willingly. The Germans now have business representatives in every community of Brazil.

I have now been visiting in the United States for about four months, and have seen a good deal of the country, but I do now



BUSINESS STREET IN CURITYBA, BRAZIL.

say there is probably no land in the civilized world less known. Besides the fact that it is "the country where the nuts come from" and the "Rio coffee," and that the yellow fever rages there, very little is known among the masses about our great South American Republic, which contains an area equal to that of the United States.

Turning now to the Hardware trade of Brazil I wish now to emphasize the fact that almost everything advertised in HARDWARE can be advantageously sold there. There are large Hardware houses, importers, wholesale and retail merchants, not only in the big cities such as Rio de Janeiro, Bahia, Pernambuco, Porto Alegre, etc., but also in many inland towns and settlements. Of the latter there are many of the first order in the three great southern States, viz., Rio Grande do Sul, Parana and Santa Catharina. These states have a thriving population, mostly engaged in agricultural purposes, and farm implements, farm wagons, harness, saddlery, blacksmith's and carpenter's tools, iron and brass bedsteads (the latter not too expensive), sewing machines, bicycles, musical instruments, cameras, fishing tools, firearms and domestic articles, will find a large and ready sale, if properly brought to the knowledge of the buyers.

When sending out catalogues and printed matter, it should be remembered that the language of Brazil is Portuguese. In every case where Portuguese catalogues are not available, those in Spanish or French should be used, as these two languages are largely understood in Brazil. For the States of Porto Alegre and Rio Grande do Sul, where most of the business is in the hands of the German merchants, catalogues in the German lan-



HARDWARE STORES IN PORTO ALEGRE, BRAZIL.

guage will do. The monetary unit of Brazil is the milreis, the value of which fluctuates to a great extent, and prices should therefore always be quoted in American dollars for goods delivered f.o.b. New York.

As to other articles the sale of which can be considerably enlarged throughout Brazil, I mention only: Lamps, chandeliers and electric light supplies; locks, keys and hinges; table and pocket cutlery, including razors, scissors, shears, etc.; spades, shovels and axes, hoes, wheelbarrows; black and galvanized iron and wire for fencing; barbed wire; kitchen utensils, wringing machines, water filters and presses; light agricultural machines



MARKET PLACE, PARANAQUA, BRAZIL.

and implements; coffee roasters, garden tools; telephone supplies, gas and gasoline motors, electric fans; medium priced furniture, glassware; varnish and paints; emery paper; plantation (coffee, india rubber, tobacco, sugar) supplies, horse, mule and oxen shoes; gas cooking stoves, small tools; measuring instruments; refrigerators; safes; incubators; tin boxes; office furniture; typewriting machines.

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This list is by no means an exhaustive one. As I have stated above, almost everything in the Hardware line manufactured in



A COUNTRY HARDWARE STORE.

this country will find a market in Brazil, if American manufacturers will go after that trade. HENRIQUE SCHULER.

PRACTICAL HINTS ON ADVERTISING.

BY

CHARLES AUSTIN BATES.

Some advertisers find it impossible to get any enjoyment out of their meals because some competitor is worrying them. It is generally some larger house that has made a success by judicious advertising, and its rivals can never forgive it for being so prosperous.

The larger house was a small house, too, once upon a time—but the right sort of inside management and outside publicity started it along the road to success.

It may seem that the larger house has the field pretty well covered and cannot be successfully contended with.

This is the worst kind of a fallacy.

It is the excuse of the man who *thinks* that *other people are holding him down.*



As a matter of fact, nothing is holding him down but his own failure to properly utilize the most valuable of all business ammunition—advertising.

There are some reasons why he can serve customers better than the other house, or the other house would have all the trade. Let him present these reasons forcibly and pertinently, and it won't be long before his increased business will keep him too busy to worry about competition.

♣ ♣ ♣

Imitation is the sincerest form of flattery, and it is also very bad advertising.

When an advertiser makes a pronounced success, every Tom, Dick and Harry in his line of business proceeds to copy his style of ad and tries to share the prestige he has built up for himself.

His borders, type, cuts, and copy are followed as closely as possible—and this generally means about one thousand miles in the rear. The imitation may look something like the real ad at first glance, but the intelligent reader easily discovers the fraud and is not deceived. On the contrary, his impression of the imitating firm is very apt to be decidedly unfavorable.

Don't copy every move of your competitors—get up an original style of your own, and let others copy it if they want to. You won't care if they do, if it is a good style, for people will always distinguish it from its imitators and their ineffectual efforts will just be so much free advertising for you.

It is a lot more comforting to be flattered in this way than to flatter others.

♣ ♣ ♣

Talk in your ads the way you would if you were talking to some one who hadn't the slightest idea of what your business was.

Cut out the technicalities and the trade terms and get down to plain English.

A good way to find out whether your ad is plain enough and will be easily understood, is to let a small boy read it over before you send it to the publisher.

If there is any sentence he does not understand, re-cast that sentence until he knows just what you mean.

If there is any word too long for him, cut it out and use a shorter one instead.

I know you are not addressing your ads to small boys, but the principle is a good one just the same. If the small boy understands it, every one who reads it will know what it is all about.

♣ ♣ ♣

Better be on the safe side and make the ad too plain rather



than leave any doubt in a single reader's mind as to what you are driving at.

If you have a trade-mark and it is any good at all, you ought to use it in all of your advertising matter. If you haven't any or your present one is hardly creditable, by all means get a new one and use it for all it is worth.

People will instantly recognize it and will associate it with your ads and your goods. Pretty soon your trade-mark will have a reputation and people will be satisfied with no other kind of goods.

If you have a good thing you can't push it too strongly, and a good trade-mark will be a powerful help.

♣ ♣ ♣

Very often it is a great deal harder not to say a thing than to say it.

Some advertisers have pet ideas which they feel they simply must put into their ads. These ideas may consist of supposedly smart sayings—generally a play on words or a bad pun. All puns are bad anyway, so the "bad" is really superfluous.

If they saw these ideas in other people's ads, they would think them pretty sad, but as long as they are their own ideas life will lose its sweetness until these ideas appear in print.

When you come across an idea you think particularly cute or smart, show it to a dozen of your friends, and ask their frank opinion. Unless the verdict is unanimously favorable, reject it. Even if they all think it good, let it lie around a few days and



cool off. Then if you can look it in the face and still be proud of it, you might try your luck.

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JAP-A-LAC

"WEARS LIKE IRON"

JAP-A-LAC, the new wood finish, has grown in popular estimation until to-day it is the recognized superior of all wood finishes.

We have had unbounded confidence in **JAP-A-LAC** and have backed up this faith by the expenditure of vast sums of money to make it a household word in every corner of the land.

We are still spending money for this purpose and shall continue doing so.

Watch the leading magazines and exclusive women's publications and see what we are doing.

Start with the April issues of the *Ladies' Home Journal, Delineator, Designer, New Idea, Woman's Home Companion, Ladies' World, McCall's, Everybody's* and *Good Housekeeping* and many other publications, and try to realize the millions upon millions of people who each month read at least a portion of the "Story of **JAP-A-LAC.**"

Never before was a varnish product so thoroughly known. It insures millions of sales for **JAP-A-LAC,** and you will have your share of the demand.

Won't it pay you to place your order now and be ready to supply your customers' wants?

We have a specially alluring proposition for dealers and will gladly furnish information regarding it upon request.

The **GLIDDEN VARNISH CO.**

MAKERS OF HIGH GRADE VARNISHES

No. 44 Williamson Bldg., Cleveland, O.



It isn't cuteness and it isn't smartness that sells goods. It is the plain and simple presentation of actual facts in a strong, convincing style. If you can write this style you are one man in a thousand. It is a great deal harder than it seems.

It is really not what you say in your ads, but what you leave out, that counts.

Remember this next time, and if you have a temptation to put down a lot of cute sayings, just take a deep breath, hold on tight, and leave them out.

As a general rule, no ad should appear twice in the same paper, although there are exceptions. Some of the largest advertisers have been running the same ad right along for years and years, but these ads have been valuable only because they have kept the goods before the public after the public had been educated to the point of using them.

On the other hand, the really most successful advertisers understand the value of novelty and they are constantly running new ads. Pears' Soap, Royal Baking Powder, Uneeda Biscuit, and many others will readily suggest themselves in this connection.

BUTTERFIELD & CO.'S NEW CATALOGUE.

BUTTERFIELD & Co., Derby Line, Vt., and Rock Island, Can., in their 1904 catalogue are presenting a book of attractive appearance and high-grade in every respect, being finely printed on heavy coated paper, illustrating their products of stocks and dies, solid die plates, and Rice's new screw plates; also taps and dies for all uses. Young's axle cutter and tools for engineers' and steam fitters' use. They make taps any fraction over or under size to suit customer. All sizes and number of threads to the inch not included on lists, also left hand, they consider special, and charge for accordingly. When exact duplicates are wanted of special work they suggest that orders should be accompanied by a stub with nut fitting the same. They add that taps of all kinds should be kept sharp by grinding in the flutes and on the chamfer. The Young's new axle cutter which they manufacture is designed for cutting back the nut shoulder on wagon and carriage axles that have become worn. The operation is performed by placing the cutting tool against the nut shoulder, using the axle nut with a common wrench to feed the cutting tool while the machine is revolved around the axle, which allows the thread on the axle to be cut back with ordinary dies. On axles using cap nuts, the end will be cut off with a hack saw or cold chisel, allowing the axle to be screwed up to the new shoulder. The axle cutting machine with hack saw will be shipped without the stock and die if so desired. Their catalogue graphically describes all of their goods and will be found most useful for those interested in this class of goods.

CAPE TOWN EXHIBITION.

In answer to an inquiry from the Department of State as to whether the United States had ever been invited to participate in the coming exhibition to be held in Cape Town, commencing November 1, 1904, and continuing for three months, United States Consul-General Bigham, of Cape Town, under date of May 18, 1904, says: This exhibition is promoted by a stock company and, as I understand, principally financed in England. When first projected it was the intention to confine it entirely to goods manufactured in Great Britain and her colonies; but this matter was changed so as to include any exhibitors from any country who desire to exhibit their manufactured goods or other products. At the time this change was made I was notified by Mr. Baker, the secretary, and asked to make the matter public in the United States, which I have done in several dispatches to your Department. This government is contributing £2,000 ($9,733). While there has been no notice served upon me of any invitation by the government here, the secretary has called upon me several times to talk the matter over. He does not understand that any other invitation is necessary or I am very certain it would be forthcoming immediately, for I have told him I have laid this matter before your Department.

✤

A gentleman takes care not to wound the feelings of a sensitive person.

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REVIEW OF THE MARKETS.

WIRE NAILS.—There has been a better demand of late, which has had a tendency to make the market more steady than usual. The official quotations are as follows, f.o.b. Pittsburgh, sixty days, or two per cent. discount for cash in ten days:

Jobbers, carload lots.....$1.90
Retailers, carload lots..... 1.95
Retailers, less than carload lots..... 2.05

New York.—The demand is better than usual with prices improved. Quotations:

Single carloads $2.00
Small lots from store..... 2.10

CUT NAILS.—There has not been a good demand during the past fortnight. The official quotations are as follows:

Jobbers' carload lots.....$1.75 base
Jobbers' less than carload lots..... 1.80
Retailers' less than carload lots..... 1.90

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms 60 days, less 2 per cent. off in 10 days.

New York.—Demand has slightly improved and the movement is a general one. The following prices prevail:

Carloads on dock $1 89
Less than carloads on dock..... 1.94
Small lots from store 1.95

BARB WIRE.—The demand is about as usual for this season of the year. The official quotations are as follows, f.o.b. Pittsburgh, sixty days or 2 per cent. discount for cash in ten days:

	Painted.	Galv.
Jobbers, carload lots	$2.20	$2.50
Retailers, carload lots	2.25	2.55
Retailers, less than carload lots	2.35	2.65

SMOOTH FENCE WIRE.—Official quotations remain as follows, f.o.b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads $1.80
Retailers, carloads 1.85
Less than carloads 1.95

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

CORDAGE.—Business only moderate. Quotations on the basis of 7-16 diameter and larger are about as follows: Pure Manila, 11½ cents per pound; other grades of Manila, 10¼ to 11 cents, according to quality; pure Sisal, 9 cents; mixed Sisal, 7½ cents.

LINSEED OIL.—Under date of Aug. 8, the following advanced quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....46 cents per gallon.
In lots of 5 barrels or more.....45 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....65 cents per gallon.

PITTSBURGH PROMISES GOOD TIMES AHEAD.

Considerable interest in the business situation is taken by everybody at present. That there will be a revival of stirring times in the not very distant future, is the general impression, but just how soon is the thing we would all like to know. Taking the general conditions as a guide it would seem that the revival cannot be deferred beyond a few months at most. What are these conditions? Bountiful crops throughout the West and South, and good prices for them. Abundant supply of sound money in the banks seeking safe investment. Prices of inflated stocks sold down to actual values so that present investors may feel safe. These crops must be moved this Fall, thus making good business for the railroads. The roads must have material and they buy 40 per cent of the output of the steel mills. Idle capital will not lie idle very long and will find investment somewhere giving work for many hands. As an indication of what manufacturers expect we find them getting ready for an increased demand. The H. C. Frisk Coke Co. are building 1,000 more coke ovens, although now only running half their capacity; Jones & Laughlins are building three additional furnaces; 1,000 workmen's houses have just been contracted for at Lorain, Ohio. The political contest now on may delay the prospective revival until after election day, as it forms a convenient excuse for deferring action and it is possible the forward movement may not come until next year, but come it must and when it comes those best prepared will have the benefit of their foresight.

LOGAN-GREGG HARDWARE COMPANY.

THE PHILADELPHIA TRADE.

The early part of July is generally known as the vacation season, and not only are our salesmen largely off the road, but jobbers' store forces are depleted to a large extent in recognition of the holiday spirit. Many dealers throughout the country also take stock about July first, while others take advantage of the break caused by the Fourth of July to gain a few days' rest. Manufacturers sum up the business of the preceding six months and lay plans for the balance of the year, so that all causes seem to conspire to produce the smaller trade which is always expected at this season. 1904 has been no exception to the rule, but now that this season is passed travelers are once more resuming the road, and prospects seem to point to a fair fall trade. The changes in price July first were comparatively unimportant, and declines were offset in some cases by advances, so that the market is not in very different shape, and with the abundant crops now bestowed upon our country by a favoring Providence there seems to be very little apprehension in regard to the future.

It is a commonplace remark that our feelings are largely influenced by the weather, and now that we have started on the dog-days of August we realize forcibly what has recently been called the "stupidity" of the weather, and it is almost too much to expect much snap and vim under such conditions. Nevertheless, the vacation season is now practically closed, and with salesmen again actively at work the revival of trade is confidently expected, and the good crops now in prospect all over the country at large may prove sponsors for a fair Fall trade, and this feeling of optimism is apparently justified by the results coming in from salesmen now at work. The natural question at such a time is, "Are stocks large," and we are hardly inclined to answer this in the affirmative, as the past few years have seen such an enormous demand for goods that stocks have become depleted, and customers have postponed buying in hope of lower prices later. These lower prices, however, do not appear to be realized, for, while some lower quotations have been given us on a few items, they are frequently offset by advances made on other goods, and among items advancing in the last few weeks may be named Clothes Wringers, Wire Lawn Rakes, and Scythes, while all Tacks are considerably firmer and higher prices are named on the best makes Collections seem to be improving and now that crops are being turned into money it is but reasonable to hope for a much better state of affairs in this department.

CINCINNATI TRADE.

The Hardware trade is longing for something. What is it? Prices are firm, there are no anticipated changes in the near future, collections are comparatively good; Mr. Bahlmann, of the Bahlmann Hardware Company, says the want of rain in Ohio and Kentucky will no doubt have a disparaging effect on corn, but there was comparatively little bought on account of the very late Spring. Mr. Berger, of the Kruse Hardware Company, says: "We can hardly expect much until our men get started on their regular routes interrupted by the Elks' Convention (which, by the way, was the means of leaving considerable money in Cincinnati, but I cannot see any appreciable difference in our local business)" Mrs. Behrens, relict of the late F. D. Behrens, manufacturer of Hardware and harness specialties at 62 Opera Place, has moved to East Sixth Street, occupying two floors of the Barriet Electric Motor Co. Mr. Barriet was, four years ago, manager of the gun casting department of the West Point Academy, N. Y. It is intimated that Mrs. Behrens, now secretary of the Barriet Company, may in the near future, change the style of her firm name to the name of the latter. The Pickering Hardware Co. say that they have only a fair trade, their "special sales" amounting to the bulk of their business, and unless we have rain, the farmers will be in debt in this section. John Story has added Hardware to his plumbing business and enlarged his former quarters at Seventh and Freeman Avenue.

WM. THORBURN.

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STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

THE PROSPEROUS NORTHWEST.

Our Minneapolis Correspondent is Optimistic Concerning Fall Trade.

The question of Fall business in the northwest is dependent very largely on the crops. With us in the cities, if it should be bad, work that is already started would have to be finished up, but very little new work would be started. The immediate effect in the country would be much more than this, as well as the effect on the jobbers in all lines. About two weeks or more ago the sun commenced to shine in the regular Minnesota way and it grew hot. We have heard marvellous stories about the way the corn has been growing. For the past three weeks we have had ideal weather for small grain, as well as for corn and all hearts are glad. If the same favorable conditions prevail through the harvest and threshing, there is no doubt but what we will have one of the largest crops ever known, and probably covering all parts of these three States, Minnesota and the Dakotas, better as a whole than ever before. There is a comparatively small strip in the Red River Valley that did not recover from the Spring overflow. The farmers in this section will suffer, but take it one year with another they have nothing to complain about, for the Red River Valley is most always sure of a crop and a big one. Farmers have had good haying weather and the hay crop is the largest for many years. Take all these conditions with the high range of prices prevailing, the increased acreage, there ought to be a larger amount of money coming into these States for this year's crop than ever before, therefore conclusions can be drawn as far as the present indications are concerned, that we are on the eve of a very prosperous time, but there is no doubt that up to the first of July jobbers in all lines and the principal large retailers have met with considerable loss in volume of business as compared with previous years. Building operations in Minneapolis are going along fairly well, some little labor trouble, but nothing serious. Quite a number of the better class of residences are being erected and good hardware is being used. There does not seem to be very much trouble about getting people to buy good goods, not much trouble about prices; of course we can always find fault with what the "other fellow" is doing when we lose a bill, but we get one ourselves now and then, that we presume the "other fellow" would like to have, but on the whole things are going along quite smoothly.

W. K. Morison & Co.

THE COLUMBUS TRADE.

We know that ministers and campaign speakers can make the same address many times and warm up to the subject as though it were brand new. Some of the listeners will go to sleep after they have heard the same speech a dozen times or more, and that is what we fear will happen when reading trade reports that naturally must be similar in substance. We are at our posts of duty with regularity and always find more to be done than we can accomplish. We, however, try to keep away from the rule of not doing to-day what we can put off for tomorrow. That rule will get a person in deep water mighty quick. We had a fine business in July, but we do not expect more than an average August. Everything looks favorable for a good Fall trade. The iron industry seems to have taken a new lease on life and have plenty of business. As iron is the barometer that indicates business conditions, we certainly have reason for encouragement. Roosevelt and Parker are both elected now (if you believe the papers), so the country will be safe. Ohio has just harvested a very heavy hay and oats crop, and the prospect for an unusually good corn and potato crop will help trade more than anything we can think of. It is to be regretted there is so much uneasiness in certain sections about the labor situation. What a boom it would be for business if everything could run smoothly for a year. The packing situation is bad, and it looks as though the trouble will spread to other trades. Evidently there are some two-legged hogs among the packers or workmen. More than likely they have a few on both sides. T. F. Smith and wife have just returned from a Western trip. He regrets he is not a boy again, as he thinks the Northwest offers great opportunities to young men who are inclined to hustle. He visited the National Park, Seattle, Victoria B. C., and other cities of interest *en route*. He has a good brown color and is in the harness again and works well. Of course, he has some very large stories to tell, which we accept as being literally true with the exception of a few bear and fish stories; but any person has a license when it comes to stories on those subjects. The weather is fine, and our ball team is just three points from the top and will get there to-day—we think.

The Smith Bros. Hardware Co.,
J. H. Smith.

THE ST. PAUL TRADE.

Trade is looking up. We mean by this, that the crop prospects are good and unless something unexpected happens, we shall have an average crop, which means a great deal if prices on wheat, corn, oats and flax are maintained somewhere near the present prices We are glad to see that prices on Hardware are firm; this solid condition helps even you, handling the goods, and gives strength to everything. Sales are very fair compared with last year, and we expect that sales during the Fall and early Winter months will be at least as good as in 1903. Nothing unusual occuring, we have but little to report.

Hackett, Walther, Gates Hardware Co.

THE DAVENPORT TRADE.

For comfort and prosperity in the Hardware trade just now there seems to be

Too much politics, too much fair;
Too much water with too much air;
Too much stock and too little used,
Too much credit too much abused;
Too little money, too slow pay,
Too many men getting too gay;
Too much combine, too much trust,
Too much getting-rich-quick or bust;
Too much fish and too little beef,
Too much waiting for strike-relief;
Too much fighting at great expense,
Too much war without much sense;
Too much worry, day by day,
Too much work for too little pay.

Sickels, Preston & Nutting Co.

HOW GRAPHITE LUBRICATES BUSINESS.

It has been well said but it will bear repeating again, that the graphite trade is a very good barometer of business generally. A little something in the way of graphite is used everywhere and by everybody. If the sales of Dixon's graphite pencils let up at all, we know there is a little slump in the stationery business; if the sales of crucibles increase, we know that there is something in the way of a boom on in the brass business; if the sales of stove polish increase, we know there is a brightening up of the stove trade—no pun intended; if the manufacturers of gunpowder increase their orders, we know there is war somewhere in the world and gunpowder is being called for, or that the sporting business has taken a jump; if there is a demand for automobile lubricants, then we know that the "White Ghosts" and the "Red Devils" have increased, and are flying about the land. If there comes an increased demand for flake graphite from the big trunk lines, then we know that the extra locomotives have been called out, and that there is a larger call for transportation. We might go on and mention the various other different calls that are made for graphite, but suffice it to say that there has been a very even demand for graphite goods all along our various lines, although no marked jumps in demands except possibly in graphite paints, which shows that iron construction work is still going on

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT. ARCADE, AMERICAN. GREAT WESTERN, McCLELLAN. EAGLE, J. B. SMITH. "X. F.", GOLD MEDAL.

in no lesser way. We note also that a demand for graphite greases is steadily going on, which would indicate that while greases are finding more favor than heretofore, that the addition of Dixon's flake graphite is of value to greases of all kinds, we see no reason to be pessimistic, on the contrary, we are hopeful for quite a large increase in the Fall business.

JOSEPH DIXON CRUCIBLE CO.

THE SAN FRANCISCO TRADE.

On this coast the effect of the Russians' recent seizures in the Oriental Pacific and Red Sea of ships of commerce was pronounced, for vast amounts of goods in Hardware and other lines have been going to the Orient from San Francisco and other Pacific coast ports and our export trade is bound to be very seriously affected if the seizures continue. In fact, the Pacific Mail Steamship Company, of this city, announced within the last week that it would receive no more freight for Japan.

The feature of the week locally was the throwing open by the Government of the Panama Railroad to all shippers of freight, a condition that will inject a new stimulus into the commerce of the port of San Francisco by enabling it to regain from New York, Chicago, St. Louis and other large Eastern distributing points a vast trade area wrested from it years ago by the acquisition of the control of the isthmian railroad by the transcontinental rail and steamer lines. Years ago this city was the distributing point for about all the territory on the Pacific coast extending as far East as Colorado; but when, by reason of the passing of the Panama line into the control of the overland railroads, the Chicago and St. Louis merchants could undersell San Francisco, even in Oakland, not to mention Sacramento and other important nearby cities. It was a fine plum San Francisco lost, but the signs of the times now indicate that California's metropolis is to get that plum back again.

For the rest, conditions relating to the Pacific coast remain about as recently stated in HARDWARE'S San Francisco letters. The growing conviction that our wheat and barley crops will be lighter than expected several months ago has caused heavy buying of both these grains in the three large interior valleys, where buyers have been eagerly paying the farmers more than San Francisco prices to obtain supplies. Speculators have supplemented these purchases, hence pronounced activity is reported in the grain market. All the other important crops are turning out well and are bringing first-rate prices as a rule, so the agricultural and commercial conditions in this coast territory may be pronounced excellent. Strictly mercantile business is reported more or less quiet, but not to the point of dullness, and Hardware and other industrial lines are looking forward to another good year.

From Pacific Coast States, exclusive of California, the writer is indebted to traveling salesmen for the following news notes relating to Hardware dealers and their store changes: In Oregon E. O'Connell has been succeeded by the Pioneer Hardware Company in Marshfield. This store also carries implements. J. F. Meinzer, at Youcalla, has sold to Stearns & Chenowith. At Ione Cronan McArthur is about to open in the business. At Pendleton the Whittinghill Mercantile Company has incorporated. At Hood River Wm. Haynes has bought the store heretofore conducted by E. E. Savage estate. The Arlington Implement and Hardware Company at Arlington has incorporated. In the State of Washington the Palouse Hardware and Implement Company, of Palouse, has bought W. F. Chalenor's store and incorporated for $30,000. The officers of this new incorporation are: G. W. Peddycord, president and treasurer; W. F. Chalenor, vice-president, and Frank Chalenor, secretary. In the recent fire at Cle Elum the store loss of Haines & Spratt was $1,500. Work is well advancing in Seattle in connection with the new wholesale building being erected by the Seattle Hardware Company. F. T. Larrabee & Co., at Edwall, also implements, have incorporated. In Pullman a half interest in the Pullman Hardware Company has been purchased by E. S. Burgan & Son. The other half owner, E. W. Quarrels, will continue as manager. In Bellington an interest in the Hinsdale Hardware Company has been purchased by J. L. Pickering. The Van Buren Implement Company at Bellingham has been incorporated at $1,000. The Seattle Iron and Wire Works has incorporated for $10,000 by H. M. Clarke, A. G. Boyd and P. E. Clayton. E. M. and David Edmonston have just opened for business at St. Johns. A new store has been established by Glover & MacFarlane in Asotin. A stock of Hardware has been added to the implement store in Condon, conducted by W. L. Barker. Jacobs Bros. & Co. have succeeded the Farmers and Mechanics' Store at Bellingham. Hornbeck & Bullard in Ellensburg have dissolved, the former continuing, and a new store has been started in Chewelah by the Stanley & Timmel Hardware Company. In Idaho the Idaho Implement Company, of Boise City, has opened a branch at Caldwell, buying the Canyon Implement Company's stock at that place. August 1st a new store was opened in Grangeville by W. Hickenson, and in Montana the Basin Hardware Company, of Basin, has been incorporated for $15,00, and at Nelson, B. C., the Wood-Vallance Hardware Company has succeeded H. Byers & Co.

INDUSTRIAL PRESS ASSOCIATION.

THE PRESENT POPULARITY OF BICYCLES.

A prophecy made early in the present year to the effect that the demand for bicycles would during the summer and spring season of 1904 be greater than it has been in recent years, has, according to Cleveland dealers, been entirely fulfilled.

The reaction following the fad which prevailed shortly after the invention of the modern safety has now worn away and a healthy demand has set in, not only in Cleveland, but in many other parts of the country. Dealers who were questioned yesterday on this subject estimated the demand this season to be at least 50 per cent above that which existed a year ago.

"The wheel seems now to have fallen into its proper place," said one dealer. "Many people are using bicycles for business purposes, both men and women, and there is also a good demand for them on the part of people who want this sort of exercise. It is not being overdone, however, in this latter respect, the demand being mainly in directions where there is really a need for the wheel. Suburban residents, park policemen, and police officials in the country towns about the metropolis are using wheels extensively. Considered purely as a sport the interest in bicycling is graeter this year than it has ever been since the craze was on full blast. As evidence of this, witness the interest shown in the races which are soon to take place in Rockefeller Park. There seems to be quite a revived demand for the tandem safety this year. Many young women are again taking to bicycling as an exercise, and considering the question in a general way it would seem as though the wheel was yet destined to have nearly as large a popular esteem as it had in its palmy days."

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CONSULAR COMMERCIAL COMMENTS.

RUBBER CULTURE IN MEXICO.

(From United States Vice and Deputy Consul-General Conley, Mexico City, Mexico.)

Probably more letters of inquiry are received at this consulate on the subject of rubber culture in Mexico than upon any other single subject. In spite of repeated warnings from a great variety of sources, school-teachers, preachers, and other persons working for small salaries in the United States continue to invest their savings in rubber companies about which they know nothing. The desire to invest in a mine or a rubber plantation, usually mythical, or some other alluring scheme in some far-away country, seems to be an evidence of the gambling instinct inherent in every individual. The man or woman working for a small salary seems to think that his or her only chance to get rich is by some lucky investment which will pay fabulous dividends, and the wilder the scheme presented the more anxious he or she is to invest money in it. A number of Americans have, to my own knowledge, purchased stock in fake rubber plantation companies after having been warned by reliable persons against such investment. A number of other Americans have made trips to the tropics of Mexico, been wined and dined by plantation managers and shown a few rubber trees, and become satisfied that they knew all about rubber culture. Afterwards they have asked the opinion of old residents of that section on the subject and gone away pitying them for their dense ignorance, because they were unable to see the immense fortunes to be made in rubber.

AN ALLURING PROPOSITION.

Theoretically, rubber culture is a very alluring proposition, but thus far it has never yielded any practical results. It was experimented with for years in other countries before its cultivation was undertaken in Mexico, and, according to a recent report of the United States Department of Agriculture, the experiments have always been failures. There is as yet no good reason to believe that its cultivation in Mexico will prove any more successful than it has in other countries. The recommendation of this report that farmers in tropical countries might profitably plant various species of rubber trees on otherwise unoccupied spots of land, purely as experiments, is most reasonable. After such experiments have been made involving no great expense the tropical agriculturist may discover how to grow rubber successfully upon his particular piece of land and may then attempt to make a crop of it.

The cultivation of rubber is based upon the supposition that the supply of wild rubber will one day be exhausted or greatly curtailed, but this hypothesis is entirely uncertain. The regions from which the supply now comes are still largely unexplored, geographically and botanically, and the discovery of new areas of rubber-bearing vegetation and of new rubber-producing species is not infrequent and may continue for many years. Moreover, the progress of science may enable the extraction of rubber from juices not now utilized, and the discovery of such a process might change the entire aspect of the rubber industry. There is always the possibility, also, of the discovery of a substitute for rubber, such as its synthetical manufacture from turpentine, which has been experimented with. Thus a slight increase in chemical knowledge might at any time change the whole situation.

AN ERRONEOUS IDEA ABOUT RUBBER.

Most Americans have an idea that rubber is a product like wheat or corn, to be obtained from a given tree. The idea is quite erroneous. It has been estimated that 1,000 different species contain rubber, though commercial quantities have been obtained from only forty or fifty.

It has been found by experimenters in other countries that a rubber producing tree which will flourish in any given locality will not necessarily yield rubber. The first experiments in rubber culture were naturally made with the Para rubber tree, the one best known. It was planted in regions which were apparently exact duplicates of those where the wild tree grows, but for some reason the experiments were absolute failures. A number of experiments were made in different countries with various rubber producing species, all with a like result. In Java the Dutch experimenters are said to have come to the conclusion that, even if the experiments were a success, the expense of running tropical plantations, the difficulty of obtaining honest and competent administration of the estates, ignorance of how to collect the rubber and to spare the trees, and how to properly cure the rubber, would make rubber cultivation unprofitable. The use of the *Castilloa clastica*, the tree which is being cultivated in Mexico as a shade tree for coffee plantations, does not seem to have been a great success, as the rubber tree does not thrive in places where coffee will grow, and vice versa.

Just now there are many different views held by persons who know something about this subject as to the conditions under which the *Castilloa clastica* will thrive and produce rubber, but they all seem to be agreed that the work must be carried on in an insalubrious climate, where labor is scarce and uncertain and where unlooked-for obstacles are constantly arising. Rubber prospectuses continue to publish estimates, or rather guesses, made twenty-five years ago, and to quote the glowing statements of persons who have long since repudiated them.

Rubber culture is a very complex problem and it can not, by any stretch of the imagination, be said to have passed the experimental stage; indeed it is not very far advanced in that stage. If men of millions, who could afford the experiments, were the ones making them there would be no necessity for commenting upon them, but it would seem to be better business judgment for persons of small means to invest their money in a known industry rather than in such an uncertain undertaking.

GERMAN TOOL MANUFACTURERS WANT PROTECTION.

The Association of German Tool Manufacturers, says James H. Worman, Consul-General, Munich, Germany, have urged the Imperial Government to prevent the further inroads of American manufacturers upon their special branches. It is claimed that in the first quarter of this year the import of tools had more than doubled, having increased from 245 tons to 526 tons, and that in the second quarter the increase threatens to become even larger. They make a special point of the fact that the United States Government levies a tax of 45 per cent. on German machines, against the German tariff of 5 per cent., and they insist that German machines are in no wise inferior to the American and that there is no need whatever for the introduction of American machines and tools into Germany.

TRADE IN NEW SOUTH WALES.

The imports into New South Wales from the United States exceeded in 1903 those from France and Germany combined by $8,682,430, though those countries took $8,106,275 more from Australia than the United States did. Both France and Germany have a fine line of first-class steamers plying between Australia and Europe, and yet with all the money they expend in the furtherance of trade the value of their imports into this country falls far below that of the United States. The imports from the United States were valued at $14,028,420 and from France and Germany at $5,345,990. The exports to the United States and dependencies were $10,069,045 and to France and Germany $19,069,045. The imports from the Hawaiian and Philippine Islands were $130,470, and the exports to them and Alaska were $1,262,350.—*Orlando H. Baker, Consul, Sydney, New South Wales.*

OPPORTUNITIES FOR AMERICAN ENTERPRISE.

Vice- and Deputy Consul-General Edward M. Conley, writing from Mexico City, Mexico, recently, notes the following opportunities for American enterprise:

Mexico is going to have a network of railroads in the not distant future which will open up the possibilities of her great natural resources. Irrigation will be accomplished; timber tracts will become valuable; new mines will be opened up and old ones worked that can not now be profitably operated; the fuel problem will be solved and the hum of machinery will be heard in thousands of manufactories. Many great business successes have been made by the keen foresight of men who foresaw where development was to take place next. Mexico offers a great field to such men. The man who can judge accurately the lines which industries are going to follow in Mexico, and who takes advantage of his judgment to get the cream of the natural advantages, is the man who is going to make a great fortune. This is, of course, in a measure speculative and beyond the province of this article.

In summing up, it may be said that if an American engaged in any line of business is doing well where he is, he had better stay there; but, if for reasons of competition, health, or otherwise he desires to change his location and contemplates engaging in business in Mexico, he should come here and look over the ground before deciding to establish himself here. Owing to the paucity of reliable printed matter, he will be obliged to obtain most of his information first hand and he will save time if he makes the personal investigation at the start.

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THE SPONGE.

WHAT THE SPONGE REALLY IS.

A great deal of ignorance appears to exist regarding what the sponge really is. Not only do many people think that it belongs to the vegetable kingdom, but some go further and cherish the delusion that it is made by man. Therefore a few words describing its nature, fishing, etc, will, we think, be found interesting.

When the sponge is brought up alive out of the sea, it does not resemble the sponge of commerce. It is then surrounded by an outer skin, a simple, unorganized membrane, in which the pores appear or disappear at the animal's will, or supposing that a sponge has no will, owing to local environment. It is intersected with canals and cavities, lined throughout by a sticky glutinous substance called sarcode, of a greyish brown color and of the consistency of treacle. This the fishermen call the "milk" of the sponge. By the peculiar properties of digestion and reproduction which it possesses, it sustains the life of the animal and propagates its species.

THE ONLY LIVE PART OF THE SPONGE.

The sarcode is the only part of the sponge that is alive, the flexible skeleton to which it is attached being inorganic. It is this skeleton which is commonly known as the sponge. The fibrous material is chemically allied to that spun by silkworms. Through the numerous exterior small pores the surrounding water is drawn, carrying with it the food of the sponge in the form of particles of animal and vegetable matter. This stream of water passes along the interstitial canals to the innermost part of the sponge, thus passing over a large area of the sarcode, which constantly draws to itself the particles of matter to be presently digested. The water is then taken up by a similar series of canals, the minute vessels gradually branching off into large chicts, and forced out through the osculae at its surface.

A SUBMARINE VENICE.

It has been aptly said that the whole sponge represents a kind of submarine Venice, "where the people are ranged about the streets and roads in such a manner that each can easily appropriate its food from the water as it passes along." The osculae are the large holes at the surface of the sponge skeleton. The movements in the sponge which cause currents of water to pass through it are produced by ciliary action, that is, the waving in one direction of tiny filaments like eye-lashes. The sarcode, or living outer and inner glutinous covering of the sponge skeleton, is possessed of a rudimentary nervous system which causes it to close the pores and suspend the process of inhalation and imbibition.

PROPAGATION OF THE SPONGE

Propagation of the different varieties takes place in two ways; by the formation of gemmules, or by the division of the creature. The little gemmule, which is a yellowish capsule, floats out of the parent sponge and attaches itself to any suitable neighboring object, such as stone or rock, and here it grows, slowly becoming larger by adding to that marvellous skeleton which we daily use in our bath or at our toilet.

The outer membrane in which the sponge is found has to be removed soon after the sponge is fished. If this is not done, fermentation followed by speedy putrefaction sets in, and from being tough and elastic, it becomes soft and flabby, and with the least pressure the fermented juice oozes out, giving off a most offensive odor. It is then no longer of any use. The organic part of the sponge, it will thus be seen, has to be taken from it shortly after it is taken from its bed. This has to be done on the fishing grounds, sometimes long before the boats return to port. As this process is necessarily rude and incomplete, it has to be supplemented by a more careful bleaching process when the sponge is received by the sponge merchant.

HOW AND WHERE THE SPONGES ARE FISHED.

The localities most favorable to the growth of sponges are in the tideless waters of the Mediterranean. The methods used in fishing for them are the diving apparatus chiefly, but native divers are also employed, and in other places nets and the harpoon are extensively used. The trawl net is a primitive process, and only inferior sponges are obtained by it. Those fished by the harpoon are liable to be damaged The diving machines used are nearly all exported from England. Cuban and West Indian sponges grow in shallower waters, and are consequently more easily fished and cheaper than the Mediterranean varieties.

✤

Bertha—I guess it's going to be a match between Maude and Charley.

Constance—So?

Bertha—Yes. Maude to-day spoke of his stuttering as a slight hesitancy in the enunciation of words.—*Boston Transcript.*

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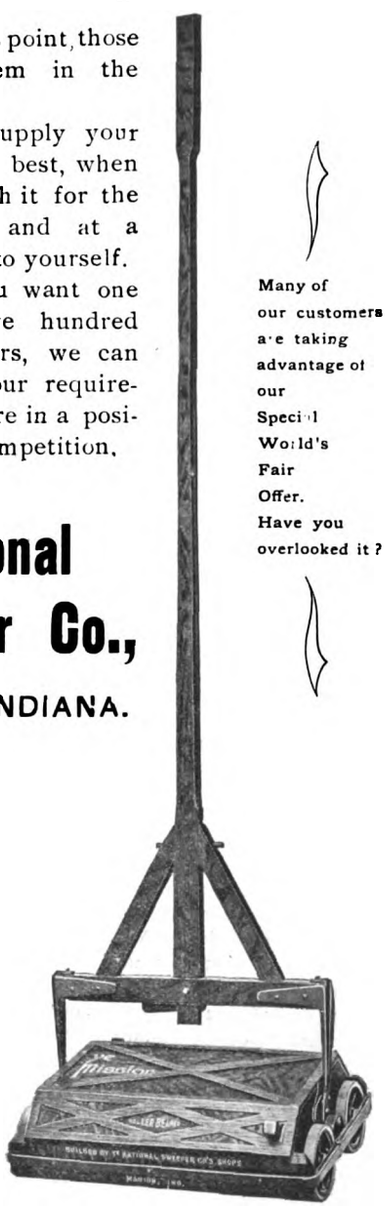
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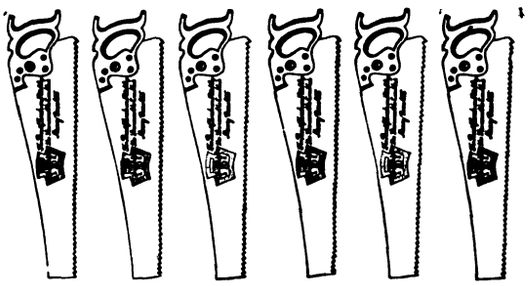
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THE BRAND THAT STANDS THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

OUR NEW ORLEANS LETTER.

Special Correspondence.

The feature of the fortnight has been the renewed activity on the part of the lumber interests, and the consequent sudden quickening of one of the largest parts of the mill supply business. Within ten days mills have been rushing supply orders into New Orleans, and there has commenced a rush of business for all manner of repair and refurnishing goods. In addition there has been a brightening outlook for building hardware and household goods in New Orleans, due in great part to the partial settlement of a number of the labor troubles and the letting of an unprecedented number of residence building contracts which will be erected during the fall and late autumn.

These two developments of the fortnight have decidedly brightened the dull outlook which characterized the situation a half-month ago. However, through this time prices have not altered; and in addition the agricultural regions are still on figurative tenterhooks to see which way their prospects will turn. The cotton region has every prospect for a good crop at fair prices, and an undiminished purchasing power during the coming Winter. The month of August, however, may alter this sadly, and while there are these slips remaining between the present and the cup of prosperity, the planters and those who live through and by them are wary. The sugar belt is practically certain of its good crop; and already the implement men and the mill supply men are beginning to feel the swell of a trade that will flow full tide for the first time in three years. The outlook for the implement purchasing, Hardware buying people of the rice belt is brightening, for the organizations to handle the crop are well under way.

These things together indicate that the Hardware business in the half-circle of 200 miles radius which is tributary to New Orleans, as well as the 500-mile radius within which New Orleans conditions serve as a barometer, will be fully equal this autumn to that of last. The differences in the expected trade and that of last year were pointed out in the special correspondence from this point a fortnight ago. The developments of the fortnight have served to verify the forecast then made. Mill supplies are quickening, rapidly and heavily. Hardware building sorts is picking up rapidly. Implements are going out to the sugar and cotton fields; while the rice people are beginning to take notice for their autumn harvesting. Of course, all this is chiefly by indications as yet. The bulk of the business will not start until after September 1.

Several special items have developed in the fortnight. One of these deals chiefly with the export business of the port, and falls into two separate occurrences.

James Graham, steamship agent of this port, has inaugurated a line of steamers to South Africa; Gardinar & Easton, of Cape Town, being his correspondents. This steamship line is to cater chiefly to the stock-raising people; but heavy work is being done to induce the wholesale Hardware men of New Orleans and the upper Mississippi Valley to take advantage of the opportunities offered to ship to South Africa this way and thus cut into the virtual monopoly thus far controlled by the Eastern seaboard. The first ship sailed two days ago, with several small consignments of Hardware and implements. For the next sailing there is in prospect about 1,000 tons of Hardware, machinery, mining utensils, etc. One special feature is a heavy shipment of knocked down mine cars, which are being brought down to New Orleans from Pittsburg and then shipped from here via the new line.

The local firms which have been giving the greatest attention to this are: A. Baldwin & Co.; Stauffer-Eshleman & Co.; and Woodward-Wight & Co. A number of the local agencies have also been seeking authority to utilize this new means of export to add the South American territory to their lists.

In this connection also, there has been the visit to New Orleans of Alfred Anderson, the New York traveling purchasing agent of the Panama Railroad and the Panama Canal Commission. As a result of his visit the New Orleans merchants are rather discouraged over the chances New Orleans will have to handle the shipments of Hardware, tools, utensils, implements, etc., that would be required on the isthmus. While here Mr. Anderson said that New Orleans would have the handling of the greater part, if not all, of the lumber, breadstuffs, etc., but that New York would retain the Hardware, machinery and kindred items. This has been a decided disappointment to the local merchants who have thought they stood a better chance than the Eastern seaboard in these lines, particularly as they could demand water rates from Pittsburg and the cities of the Ohio.

Mr. Anderson, speaking of the matter, said: "The facilities afforded in New York are infinitely better than they are in New Orleans for all goods that are required within any certain and specified time. The New York merchants can have goods on shipboard and bound for the isthmus before the New Orleans merchants can give their definite answers on prices and quotations—much less put their goods on ship."

Despite this the New Orleans merchants are working to have better steamship service to Colon, and feel that they will be able to handle, or at least to offer to handle Hardware and such other goods on as good terms as the merchants of New York City.

New Orleans is now affording testing grounds for several experiments that are of interest to Hardware and implement men. The cast-iron brazing process which is handled by a firm of which Captain John G. Woods is president, is conducting experiments which are said to be fully satisfactory in every way to the experimenters. Those who have used some of the repaired articles assert that the process does what it claims. Furthermore, there is being tested in this city an implement for use in excavating sewers or ditches in the country, or any other sort of general work.

Ship chandlery is expected to pick up quite a bit when the first cotton ships get in after September 1. The outlook for the grain trade is splendid, with chances that the city's shipping will be thirty per cent. larger this season than it was last in gross tonnage. This will mean that the city will do just thirty per cent. more ship chandlery business this season than it did last. The fact that so many of the local steamship agents have business conditions on this side, has led a number of the lines entering here to purchase nearly all their permanent supplies on this side the ocean.

By September 1 nearly all the vacations will be over. The drummers have already had theirs, chiefly during the past fortnight; and these are now out on the road. Within three weeks at the outside Hardware in New Orleans will be going the race of the winter. By that time the cotton, the rice and the sugar crops will be "set," and the country will be buying accordingly.

Even a Worm Will Turn.

Miss Fitz-Jones (to Smithers, who has claimed first dance) —You're quite an early bird, Mr. Smithers!

Smithers (making big attempt at something gallant—Ah, yes, bah Jove! and I've caught the worm, too,—*Exchange.*

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GET IN LINE---SELL

ARMY AND NAVY

LIQUID GLUE

A 20TH CENTURY LIQUID GLUE

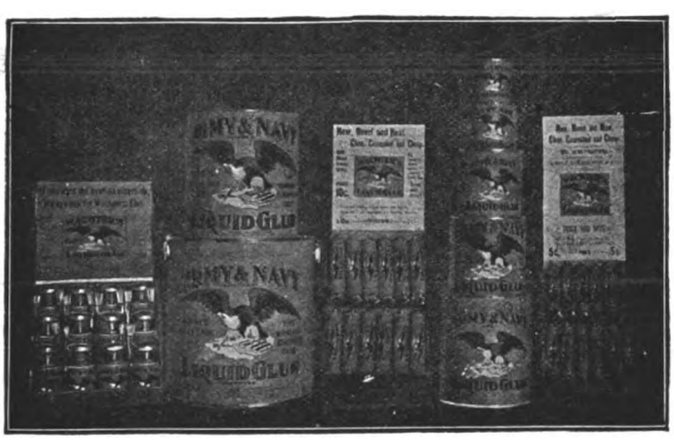
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The Best and Strongest Glue that Money, Experience and Brains has produced. **NOT A FISH GLUE.** A Pure Animal Glue. The only Animal Glue in Liquid Form made.

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WHAT IS THE METRIC SYSTEM?

The above question is considered by Prof. T. J. Chapman in an article in the Pittsburg *Commercial-Gazette*, which forms part of a pamphlet the American Iron and Steel Association has prepared in opposition to the bill now before Congress. It is as follows:

"The proposition now before Congress to change our present system of weights and measures for what is called the metric system is certainly not well understood by the people, or a protest would go up that would call a halt to such a proceeding. This proposition contemplates the abolition of our entire system of weights and measures and the substitution of another of which the very terms are so long and difficult as to be startling. The old familiar inch, foot, mile, etc., are to disappear, and in their places we are to have the meter, millimeter, centimeter, dekameter, kilometer; instead of the old-time bushel, peck, quart, etc., we shall buy and sell by the liter, centiliter, dekaliter, etc.; and instead of ton, pound, ounce, etc., we shall deal in grams, milligrams, kilograms, quintals, tonneaus, etc.

"To most reflecting minds this invasion of our English language by a host of foreign words and the displacement of the terms familiar from our childhood by a string of difficult words of Latin, Greek, and French origin is very distasteful. Apart from mere sentiment, however, there are very grave objections of a practical character. For one thing, to all succeeding generations all our present literature and science would be largely unmeaning, or at least difficult to be understood. Every line of poetry in which any term of distance, weight, or measure occurs would have to be reconstructed. To every present book a glossary of obsolete terms would have to be added. Just as the ancient terms homer, hin, and cubit, used occassionally in our translation of the Bible, are indefinite or unmeaning to the average reader, so, only on an infinitely greater scale, would be all the terms now used in millions of instances in our present literature.

"Another objection is that all our appliances for determining weights and measurements would be rendered useless. All our scales, yardsticks, quart measures, and so on, would have to go to the junk heap. Millions of dollars would be required to replace them with standards of the new system. These are consideration, that one would think ought to give our legislators reason to pause. Yet men of whom one would have expected wiser counsel have been using their influence to have this enormity imposed upon the people.

"The inconvenience of this system for practical purposes is appalling. An inch is 2.54 centimeters; an acre is .4047 of a hektare. A peck of beans is .0881 of a hektoliter. Shylock's 'pound of flesh' becomes a demand for .4536 of a kilo. The area of Pennsylvania expands into a territory of 119,140 square kilometers. From Carnegie to Pittsburg is 12.8744 kilometers. Does all this add any clearness to our ideas of size and distance? Milton's fallen angel drops plumb down not '10,000 fathoms deep,' but a distance of one myriameter 8 kilometers 2 hektometers 8 dekameters and 8 meters. Only think of it! These are only a few specimen beauties of the proposed scheme.

"The metric system may have, and likely has, some advantages, but they can never counterbalance the enormous disadvantages which we have mentioned."

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It lists the largest line of general merchandise in the world, and is of special interest to hardware dealers. Its prices cannot be duplicated by any other house. It is free to any hardware merchant. Ask for catalogue CC461. : : : : :

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NEW YORK. CHICAGO. ST. LOUIS.

A RED HOT SELLER

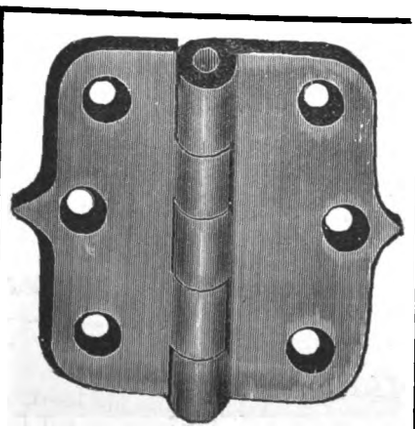
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Solid Spun Brass and Nickel Plated. A boon for the Sick-Room, Camp, Travelers, Chafing Dish, Light Housekeeping or wherever gas is not available or desirable. Makes its own gas, is portable, uses only 2 cents worth of alcohol in an hour. Burns odorless, wickless, and weighs only 7½ ounces. It can not explode, and never gets out of order. The genuine is put up in a neat white carton, bearing the name "GLOGAU'S," and is NICKEL-PLATED. Accept no other.

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When you have an opportunity of selling bent railings or special work of any kind in your locality forward us the specifications.

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A Happy Translation.

One morning lately a Michigan merchant came to his office with a bad cold in his head, and the first letter he dictated was to his wife in the country, in which he told her that, owing to the fact that he had slept the night before in a draught and the wind had blown through his pajamas, he had caught a pretty severe cold. The word "pajamas" was a new one for the typewriter and she paused.

"How do you spell that word, sir?" she inquired.

"P-a-j-a-m-a-s," spelled the merchant, slowly, and added: "Didn't you ever have to write it before?"

"No, sir."

"Don't you know what it means?"

"Yes, sir," she murmured, hesitatingly; "I think I know what it means."

"Well, what is it?"

"It's French for whiskers."

And the merchant, in the kindness of his heart, smiled sweetly and told the young lady she had guessed it the very first time.—*The Lyre.*

Artistic Expression.

First Actor—I've got an engagement, deah boy.

Second Actor—So have I, laddie. What's your part? I'm doing the thunder in the storm.

First Actor—I'm the scream in the murder. Help me learn my part?—*Ally Sloper.*

The Regular Thing.

Fusionist—I believe in the office seeking the man.

Regular—That's all right if you don't want the office—*Brooklyn Life.*

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Aberdeen, Miss.—The Henderson Hardware Company has been incorporated; capital, $50,000; incorporators: W. S. Carlton, J. B. McFarland and others.

Apache, Okla.—Smith-Wagon Hardware and Implement Company has been incorporated with capital stock of $10,000. The incorporators are: John Smith, J. J. Wogan and J. S. Wogan.

Argenta, Ark.—Walter Lemmer will open a Hardware store in about ten days in the Lemmer block on East Fourth Street.

Baltimore, Md.—Joseph W. Nily will erect a store and warehouse at 121 South Street and will conduct a Marine Hardware business.

Baltimore, Md. — The F. H. Davidson Company has been incorporated to deal in Hardware, builders' supplies, etc., by Hannah E. Davidson, Augustus Quandt, Joseph W. Shirley, Edwin Cugle and David J. Scott, with a capital stock of $40,000.

Becket, Mass.—James B. Colt and John E. Stewart have entered the farm machinery and supply business under the firm name of the Becket Co.

Boston, Mass.—A. S. Morss Company, Hardware, has been incorporated; capital, $50,000; president and treasurer, George W. Campbell.

Chester, Pa.—D. P. Paiste is contemplating going in the Hardware business in this town.

Cincinnati, Ohio.—The J. M. McCullough's Sons Company, $250,000, has been incorporated by Albert McCullough, H. B. McCullough, George H. Parin, E. E. Lester and Dan Carmichael. They will deal in seeds, garden and lawn implements, etc.

Lane, S. D.—Geo. E. Whitney has opened a Hardware store. He owns the G. E. Loomis stock, which was moved from Worthing to this place. He will carry a $4,000 stock.

Norway, Mich.—W. M. Ramsdell has opened a new Hardware store.

Peoria, Ill.—Frank Brown will open a Hardware store in the near future.

Rock Island, Ill.—J. J. Burgess & Co. is a new firm who have just embarked in the stove, tin and furnace business at 322 Twentieth Street. They have a complete stock of stoves, ranges, gasoline stoves, refrigerators, washing machines, etc. In connection with their retail department they have purchased the furnace and tin and repair shop of R. G. Summers, who has been engaged to oversee this branch of the business for the firm.

Sherman, Minn.—A $50,000 company has been organized here for the purpose of operating a farmers' co-operative store. Officers of the new company are: President, P. O. Graves; vice-president, Wm. Bauer; secretary and treasurer, Ole Rislow; directors, Jacob Foss, W. S. Irish, Gust Olson, S. I. Megaard and H. E. Gellman.

Whitesboro, Texas.—Omohundro Hardware & Furniture Company has been incorporated; capital stock, $10,000. Incorporators: J. B. Omohundro, J. H. Omohundro and F. T. Omohundro.

Changes.

Arispe, Iowa.—Buir, Forbes & Son, dealers in Hardware, are erecting a store to be 20x130 feet.

Brownsdale, Minn.—A. E. Thompson and H. H. Skogen, of Blooming Prairie, have bought out the Hardware store here.

Champaign, Ill. — S. A. Dillavou has bought a half interest in the Goodman buildings and implement and Hardware stock. The firm name will be Goodman & Dillavou.

Chicago, Ill.—The S. D. Kimbark Co., one of the oldest Heavy Hardware firms in the West, has sold its entire stock of merchandise, accounts and the good will of the business to Kelley, Maus & Co., of this city. Kelley, Maus & Co. was incorporated in 1894 with a capital of $500,000.

Corning, N. Y.—The Hardware firm of Frost & Williams, of Corning, has dissolved and the business will be continued by Aaron F. Williams as sole owner.

Derby, Iowa.—J. K. Wolverton, Hardware and implement dealer, has disposed of his business to Amil Schmitz.

Elysian, Minn.—The Elysian Hardware Company has added a line of harness to their already extensive stock.

Fergus Falls, Minn.—A. E. Luedke has bought out Spiekerman Bros.' Hardware store and will consolidate it with his present Hardware stock.

Freeport, Minn.—Henry Blenke has purchased the implement business formerly conducted by Herm. Shoener.

Grafton, Wis.—Albert Kath has disposed of his Hardware and implement business to Clausing Blank & Co.

Hartford, Conn.—The Way Hardware Company has sold out its stock of goods to T. Jacobs & Co., of New York. The stock will be removed to New York and sold at auction.

Jasper, Minn.—Asker Bros., Hardware and farm machinery, are succeeded by T. S. Marshall, of Trosky.

Johnstown, Pa.—The Buterbaugh-Claycomb Company have commenced the erection of a 22x30 extension to their Hardware store. The addition will be two stories.

Kanawha, Iowa.—J. C. Petheram, dealer in Hardware, has been succeeded by Petheram & Leighton.

Langdon, N. D. — Kelly & McLaughlin will erect a two-story implement warehouse.

Los Angeles, Cal.—A. P. Janny will enlarge and rebuild his Hardware store. The new store will be a brick building with a fifty-foot front on Union Street.

Mabel, Minn.—Fred Donald has purchased the Hardware business of Lerin & Burreson.

Madison, S. D.—F. L. Kingsley sold his Hardware business to C. C. Sheldon & Son, of Spring Valley, Minn.

Marion, Ind.—Oscar A. Martin, who has conducted a Hardware store on South Adams Street for the past eighteen months, has sold his store to Humphrey Gauntt, and will retire from business. The deal was consummated on July 11th, and the new proprietor took possession at once.

Maroa, Ill.—C. W. Thompson is preparing to move his stock of Hardware to Iowa.

Mayking, Ky.—The E. H. Ould Company and Norton Hardware Company, two large wholesale Hardware concerns, carrying a $50,000 stock each, have consolidated. Besides their main office at Norton, Va., they will have branches at Corbin, Ky., Bristol, Tenn., Bluefield, W. Va., and Pikeville, Ky.

Memphis, Tenn.—Benedict, Warren & Davidson Company, wholesale Hardware dealers, will erect a warehouse to be four stories high, and its dimensions will be 100x160 feet. It will be of brick, with mill construction, and is to be erected on Clay Street. According to the plans, it is to be completed by the first of October, and will cost when finished between $30,000 and $35,000. The floor space will be about 160,000 square feet. Mr. Davidson, a member of the firm, stated that as soon as the building was finished it would be fully stocked with Hardware, and that his company would branch out into new territory and put on extra traveling salesmen.

New London, Ohio.—On June 27, H. G. Skinner, of the Hardware firm of Skinner & Allen, disposed of his share of the stock to Robert Carr.

Pasadena, Cal.—George N. Yant has purchased the Lichty Hardware store on South Fair Oaks Avenue and taken possession.

Plymouth, Iowa.—Holden & Holcomb will erect an implement warehouse.

Portage, Wis.—The Warner Hardware Company, L. F. Schulze, president, and Frank G. Schulze, secretary, filed an amendment changing the name to the Schulze Hardware Company and increasing the capital stock from $10,000 to $25,000.

Portland, Ark.—The Dean Hardware Company, whose building was recently destroyed by fire, are erecting a 50x150 warehouse for temporary quarters until they can rebuild.

Rake, Minn.—Anderson & Petters have sold most of their stock and will discontinue their machine and implement business here.

Schenevus, N. Y.—R. C. Mills, who recently sold his Hardware business here, has formed a partnership with Walter L. Brown, the Hardware merchant of Oneonta.

Sebring, Ohio.—M. H. Curtis, who recently purchased the Hardware store which had been conducted in Sebring by L. E. Heisler, has closed a deal for the transfer of the stock to W. P. Berry, of Beloit. Mr. Berry will at once move the stock to Beloit.

Tabor, Iowa.—Mawhor & Gowdy, Hardware and implement dealers, have disposed of their harness stock.

Topeka, Kan.—Pratt Brothers moved their Hardware and implement store from 820 Kansas Avenue to the Holman building at 901 and 903 Kansas Avenue, which they recently purchased.

Utica, N. Y.—Thomas L. Kingsley has withdrawn from the firm of Carey & Co. and has purchased the business formerly conducted by them at 72 Columbia Street. He will sell stoves, ranges, etc., and do a general repairing business along that line.

Waterloo, Iowa.—A contract has been signed that combines the business of the Waterloo Hardware Co. and the retail business of the Brown Buggy Co. The

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It may seem absurd to test each Bischoff Doorhanger with a weight of 2,200 pounds, but it shows the efforts we make to give you absolutely the best hanger on the market.

It is a good point to remember that this hanger will stand the rough usage of the farm and come out without a blemish. That is where the strength of the highly carbonized angle steel used in making Bischoff Doorhangers counts. Combine this strong point with the non-clogging, non-track-jumping features and you have the ideal doorhanger. Such is the Bischoff.

These hangers retail at $1.25 per pair, track 10c. per foot. **Our price to you $8.75 per dozen pairs, track 6½c. per foot.** Let us write you about a model display hanger.

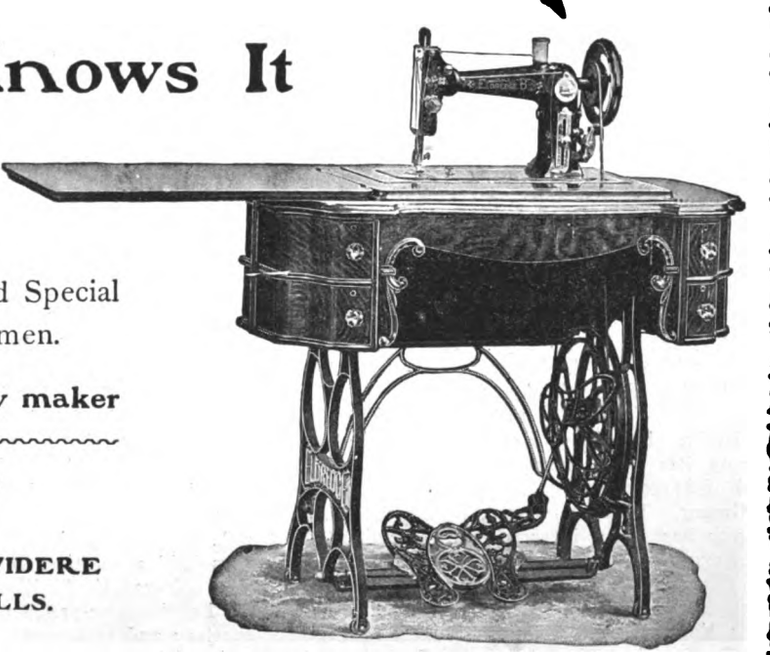
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Grand Ave. and Robey St., Chicago, Ill.

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"The Eldredge"

Everybody Knows It

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We have an entirely New and Special proposition for Hardwaremen.

Write for it **It's a money maker**

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NATIONAL SEWING MACHINE COMPANY

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published,

New Incorporations, Etc.

Albany, N. Y.—International Implement Co. (agricultural implements) has been incorporated. Capital $50,000, and directors: Charles La Dow, of Albany; O. D. La Dow and W. C. Smith, of New York city.

Baldwinsville, N. Y.—The "Syracuse Emery Mills" has been incorporated. The new company, which is to manufacture, sell, at retail and wholesale, emery wheels, Hardware and stove supplies, is capitalized at $10,000. The directors are: Joseph C. Jaques, Charles C. McCarty and Frank I. Samansky.

Cleveland, Ohio.—The Heat Appliance Company, capitalized at $100,000, has been incorporated by W. L. Rose, G. W. Harput, B. F. Stump, Louis J. Sloat and J. Hartman.

Cleveland, Ohio.—William M. Powell, formerly manager of the Ferrosteel Co. and later the organizer and treasurer of the Columbian Hardware Co., also of Cleveland, has just organized the Ferrokraft Co., which will be the successor to the patents and the good will of the Universal Fastener Co. As the name of the company implies, its employees are expert workers in iron, steel, brass and bronze. The business of the company will include the manufacture of the automatic springless catch and several other Hardware specialties.

Columbus, Ohio.—The Bennett Stove Co. has been incorporated. Boyce H. Bennett, O. B. Strauss, T. B. Paxton, Jr., J. D. Meeker and E. L. Stricker, incorporators.

Columbus, Miss.—The Standard Stove Works has been incorporated with a capital stock of $150,000, and with J. R. Saunders, W. T. Folsom, B. W. Weaver and other incorporators.

David City, Neb.—The Barker Mfg. Co. has been incorporated to manufacture garden and farm implements. Capital stock $15,000.

Elyria, Ohio.—The Cope-Schaible Manufacturing Co. has been incorporated by John Schaible, F. H. Cope, A. F. Ayres, Charles Schaible and Charles A. Metcalf; agricultural implements; capital, $100,000.

Louisville, Ky.—The Fox Manufacturing Company has been incorporated and will manufacture a flat-iron to be known as the Fox reversible sad iron. The capital stock is $600, and the incorporators are: Henry C. Fox, Forest B. Alexander, Warren W. Leahy, Ernest E. Hardaway.

Louisville, Ky.—The Kentucky Stove Company has been incorporated with a capital of $1,000,000.

McGregor, Texas. — Lyon Implement Company has been incorporated; capital stock, $10,000. Incorporated by F. M. Lyon, J. N. Bradshaw and F. P. Lyon, all of McGregor.

New York, N. Y.—American Desk and Tool Co. has been incorporated. Capital stock, $50,000. Directors: F. W. Dickerman, F. W. Robinson, W. I. Lee, New York.

New York, N. Y.—The Reichard & Scheuber Mfg. Co. has been incorporated. Objects, to manufacture razors; capital, $65,100. Incorporators: B. M. L. Ernst, New York; G. G. Handel, East Orange; G. Betterton, of Brooklyn.

Niles, Ill.—The National Wire Cloth Co. has been incorporated. The concern will engage in the manufacture of wire, wire cloth, screws, and all kinds of wire goods. It is capitalized at $50,000. The stockholders are all Chicago men. They are F. A. Hastings, C. K. Anderson, A. E. Dennis.

Oak Park, Ill.—Dearborn Hardware Manufacturing Company has been incorporated; capital $15,000; manufacturing Hardware and other specialties; incorporators: Robert A. Lackey, Martin E. Wood, James A. Billings.

Peoria, Ill.—After a thorough and complete investigation of the proposed plant the Peoria Business Men's Association has decided to endorse a plan by which the Peoria Steel and Tool Company, with a capital stock of $250,000, is to be incorporated and a factory which will employ about 360 men is to be erected in this city. In order to form this company three concerns —The Automatic Vise & Tool Company, of Akron, Ohio; The John Bergman Steel Company, of Pittsburg, and the Farnum Gauge-Shear Company, of Chicago and St. Louis, will be combined. These companies have been manufacturing automatic vises, bench, pipe and field vises, a line of improved cutlery and agricultural implement and tool steel. Under the proposed plan the machinery and patents, dies and patterns will be the property of the new company. A guaranteed dividend of 7 per cent., which shall be cumulative, will be paid. The parties who own the dies, patterns, patents and machinery have been in the supply business for years and are experts in their respective lines.

Philadelphia, Pa.—The McLewee Gas Lamp Company has been incorporated. Capital stock $25,000.

Philadelphia, Pa.—The United States Cutlery Company has been incorporated. Capital stock $50,000.

Pittsburgh, Pa.—Pittsburgh Automatic Wrench Company has been incorporated; $100,000; George H. Corey, Eugene Schooley and J. L. Cohencious, incorporators.

Pittsburgh, Pa.—The Stevens Safe and Lock Company has been incorporated. Capital stock $5,000. Directors: Walter S. Ravenscroft, Ridgway; John F. Weller, Joseph W. Stephens, Pittsburgh.

Scottdale, Pa.—The F. A. Black Manufacturing Company will build a cutlery plant here. Stock amounting to $60,000 has been subscribed for it, and the following directors have been elected: F. A. Black, M. S. Loucks, A. J. Gyer, J. U. Owens, T. W. Porter, A. B. Loucks and E. R. Loucks. The directors held a meeting and elected the following officers: F. A. Black, president; A. B. Loucks, vice-president; E. R. Loucks, secretary and treasurer.

Tiffin, Ohio.—The Sheet Metal Novelty Company has been incorporated by O. C. Van Kirk, N. O. Van Kirk, H. B. Gibbon, R. L. Gibbon and George M. Hoke.

Utica, Miss.—A new spoke and handle factory began business during July. This is the only factory that has ever been in this town. The owners, Lewis & Currie, will add other lines from time to time. Everything that can be made out of hardwood will be made.

Washington, D. C.—The Circular Plow Co. has been incorporated. Capital stock $250,000. Incorporators: Charles S. Wilmeth, Henry C. Kauffman, Alta S. Winter, Adolph H. Fiegenbaum and Philip E. Winter.

Miscellaneous.

Boston, Mass.—The Ames Shovel Co. has declared a semi-annual dividend of $1 per share.

Bowling Green, Ky.—At the annual meeting of the stockholders of the Turner, Day & Woolworth Handle Company the following directors were elected: John Stites, J. W. Gaulbert, William Heyburn, Thomas McCulloch, William Reuter, of Louisville; W. L. Graves, Bowling Green; Harry M. Morrison, New York; E. G. Oates, Knoxville, Tenn.; Irving Hartzell, Huntington, W. Va. The company made a very handsome showing for the year, and the directors held a meeting at the close of the stockholders' meeting and declared the usual semi-annual dividend of 4 per cent. on the common stock. The following officers were elected for the ensuing year: Charles D. Gates, president; Thomas McCulloch, vice-president; Clarence F. Turner, secretary-treasurer.

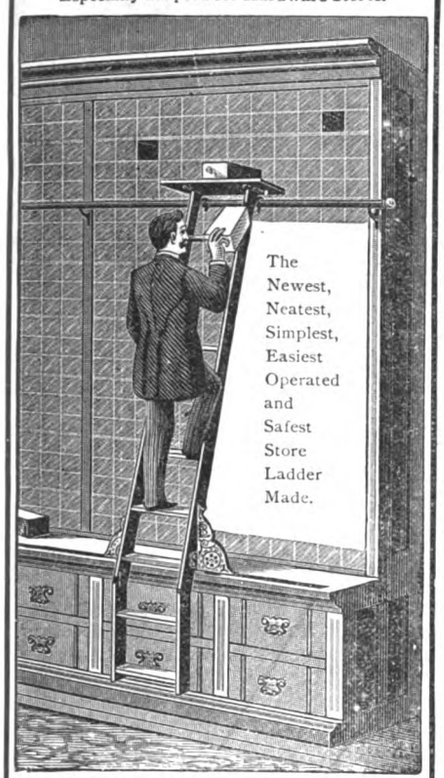
Hartford, Conn.—At the annual meeting of the Acme Machine Screw Company, held recently, the old officers were re-elected as follows: President, W. D. B. Alexander; secretary and treasurer, A. W. Henn; assistant secretary and treasurer, H. R. Mills; directors: W. D. B. Alexander, A. W. Henn and H. R. Mills. The company is combined with the National Acme Machine Screw Company, of Cleveland, Ohio, and is not doing business now.

Terryville, Conn.—The annual meeting of the Eagle Lock Company was held here on July 26. The following officers were elected: President and treasurer, R. J. Plumb, Terryville; secretary, H. B. Plumb, Brooklyn, N. Y.; directors: R. J. Plumb, Terryville; H. B. Plumb, Brooklyn, N. Y.; H. L. Balch, New York; F. B. Wilcox, New York; W. T. Woodruff, Thomaston, O. B. Hough, Terryville; A. E. Hart, Hartford.

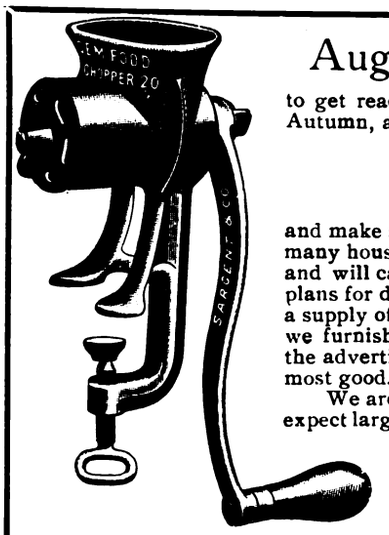
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WASHINGTON, D.C.
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Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.



August is a Good Month

to get ready for more active business this coming Autumn, a good time to look up your stock of

SARGENT'S GEM FOOD CHOPPERS

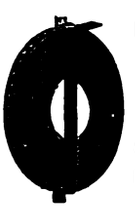
and make sure that it is large enough to supply the many housekeepers in your neighborhood who need it and will call for it. A good time, too, to consider plans for displaying and advertising the Gem, to get a supply of printed matter and the electrotyped ads. we furnish, to revise your mailing list so that all of the advertising sent out will go where it will do the most good.

We are planning to do larger things this year and expect larger business. Be sure you get your share of it.

Remember that display of the Gem at your County Fair

SARGENT & COMPANY, MANUFACTURERS

New Haven, Conn. New York Philadelphia Boston Chicago

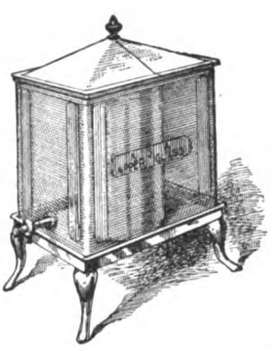


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BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York

AQUA PURA---

Pure water — freed from all "disease germs," and other impurities can be obtained by the use of

Appert Glass Water Coolers





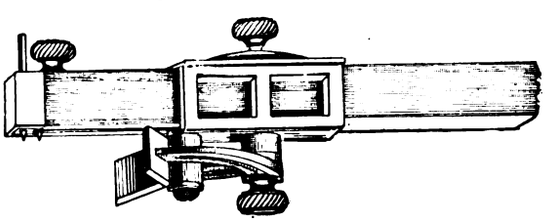
They are practically unbreakable. Ice kept separate from water. 3-40 gallon capacity.

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Mississippi Glass Co.
277 Broadway
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WITHOUT A PEER



For gauging concave, convex and straight surfaces the latest and best tool is

Winslow's Adjustable Face Marking Gauge

It's unique. Discriminating mechanics are enthusiastic over it. Handy? That's why it sells so quickly. Display it—give your customer a circular—the sale is made.

Let's give you further particulars about prices.

We have superior facilities for turning out light metal stampings, novelties and light machinery.

Mossberg Wrench Co.
Central Falls, R. I.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Chattanooga, Tenn.—H. Atwater has recently gone into the business of manufacturing and selling the Atwater Tire Puller, said to be the finest thing for pulling tires from wheels.

Chicago, Ill.—Roach, Hirth & Co. has been incorporated; capital, $50,000; manufacturing sporting goods; incorporators: J. E. Waters, E. W. Votawa, S. A. Harper.

East Peoria, Ill.—The Langton Lumber Co. have begun the installing of machinery in their new plant. The company will manufacture gun stocks and handle steam-dried lumber.

Grand Haven, Mich.—The Grand Haven Glove Company has been organized to continue the business of the old Burnham Glove Company of Chicago.

Jamestown, N. Y.—A company with a capital of $100,000 is to be formed in this city for the purpose of manufacturing soft rubber, such as pneumatic tires, solid rubber tires, rubber heels for shoes, floor mats, and the like. The brick factory on Jones and Gifford Avenue will be utilized for the rubber industry. The plant, it is expected, will employ about sixty men. Among those not residents of this city who are back of the enterprise are C. H. Walters, formerly with the Victor Rubber Company, of Akron, Ohio, and George W. Quinlan, once with the Vim Cycle and Hardware Company, of Buffalo. Both gentlemen are experienced in the manufacture of rubber goods.

Macomb, Ill.—The Macomb Novelty Company has been organized with a paid-up capital stock of $5,000, to manufacture a combination toy gun and top.

New York, N. Y.—The Cole Many-Use Oil Company has been incorporated by: President, George W. Cole; vice-president W. A. Graham; secretary-treasurer, G. A. Graham. Its offices are at 113 Chambers Street, New York city. The organizer, G. W. Cole, recently resigned active management of the Three-in-One Company that bears his name. But it was understood that he still remtains a financial interest in it. It is now announced that he has disposed of his interests in that company but that the product of the new concern will lubricate guns, bicycles, etc.

New York, N. Y.—The Manabo Manufacturing Company has been incorporated; capital stock $100,000. Golf balls will be manufactured.

Ottawa, Ont.—Sir Frederick Borden, Minister of Militia, has under way a contract with the English firm of which Sir William Armstrong is head, for the construction of an ammunition factory in Ottawa capable of turning out twenty million pounds of ammunition a year.

Rockford, Ill.—The Rockford Reel Company, with a capital stock of $2,500, has been incorporated to manufacture fishing tackle and reels. Incorporators are: William J. H. Strong, H. L. Strong, E. M. Jackson and F. K. Houston. These are all directors of the America Company of Rockford, manufacturers of America and America-Meek reels, and it is their intention, in forming the new company, to make fishing tackle and low price reels not permitted under the terms of the America Company's papers.

Yazoo Valley, Ohio.—Fred Essman will open a bicycle repair shop in the near future.

Shelbyville, Ind.—Charles Dudley, of Indianapolis, has opened a bicycle store on Seventh Street, where he will also do repairing.

Changes.

Ardmore, Pa.—The Auto Car Company is arranging to erect new machine shops.

Auburn, N. Y.—The Fay & Bowen Engine Company has removed to Geneva, N. Y., where it now has a large new plant on Seneca Lake and one of the State canals, also being in proximity to three railways which give unsurpassed facilities for shipping and obtaining supplies. This company builds launches as well as engines.

Chicago, Ill.—The Moran and Wolfersperger Gun Company has changed the firm name, and it will in the future be known as the Moran and Wolf Gun Company. The capital stock has been increased from $10,000 to $100,000 and the number of directors has been increased to five.

Defiance, Ohio.—The La Fave Gun Works, one of the most promising industries in this city, has been sold to Toledo parties, the majority of the stock being purchased by the Detwilers and Senator Cole.

Hazardville, Conn.—Within a few months the plant of the Hazard Powder Company, which has been in constant operation since 1835, will cease to manufacture the powder for which its name has been famous among the rifle shooters of the United States for several generations. About October 1 the material on hand will have been worked up by the plant and it will then be closed so far as the manufacture of powder is concerned.

Hopkinton, Mass.—Fryeburg Arms Company are preparing to erect a four-story addition to their factory, which will be 190 by 40 feet.

Middletown, Conn.—J. E. Palmer is building a four-story addition to his hammock manufacturing plant.

Muskegon, Mich.—The Racine Boat Company is preparing to build a new factory and an annex to its brass foundry.

Plymouth, Mich.—The machinery and stock of Globe air rifles recently purchased from J. A. Dubuar by the Daisy Air Rifle Company, is soon to be removed from the old plant in Northville, Mich., to Plymouth. Mr. Dubuar has engaged in other business. The Daisy Company is preparing to manufacture air guns on a large scale.

Richmond, Ind.—Barney Doherty has sold his business and stock of bicycles and sundries and accepted a position with an automobile company at New Britain, Conn., his home.

St. Louis, Mo.—The Monarch Rubber Clothing Company has changed its name to the Monarch Rubber Company and will enlarge.

Wilmington, Del.—The Ohio Powder Company's plant near Doughton, Ohio, has been purchased by the E. I. DuPont Company. The Ohio Powder Company had offices in Youngstown and was capitalized at $150,000. It is one of the most important plants in the Buckeye State.

Embarrassments.

Columbus, Ohio.—Walter B. Newhall, whose bicycle and supply store is at 23 East Gay Street, has made a deed of assignment to Harry H. Hawkins for the benefit of his customers.

Lancaster, Pa.—Horace B. Herr, trading as the Lancaster Cycle Company, H. B. Herr, manager, has been adjudged an involuntary bankrupt.

St. Louis, Mo.—William Krewinghaus, trading under the name of the A. J. Venz Sporting Goods Company, 213 North Eighth Street, on July 12 filed a deed of assignment covering all property, including stock of fishing tackle, sportsmen's goods, etc., valued at $1,000. A. M. Wood was named as trustee for creditors.

Yonkers, N. Y.—The certificate of the voluntary dissolution of the Empire Sporting Goods Manufacturing Company has been filed. The certificate of incorporation of this company was filed December 28, 1903, and papers certifying to the payment of half of the capital stock were filed February 1, 1904.

Fires.

Astoria, L. I.—The fireworks factory of Amzelone Joseph, located near North Beach, were destroyed by fire following an explosion on July 17.

East St. Louis, Ill.—There was an explosion in one of the buildings at the plant of the Phœnix Powder Company, between East St. Louis and Belleville, Ill., the morning of July 22 and John Humes, the only person in the building at the time, was instantly killed. The property loss was slight.

New York, N. Y.—Fire which started from some unknown cause in the three-story brick factory building at the rear of 708 East One Hundred and Sixty-sixth Street, on July 21st, did about $4,500 damage before the firemen could extinguish it. The fire started under the stairway on the first floor, which is occupied by the Graf Camera Company. On this floor between 600 and 700 cameras, nearly completed, were destroyed.

Miscellaneous.

Sterling, Ill.—John Peck has closed a contract for the coming year with the United States Government for the manufacture of walnut gun stocks for the Springfield rifle, used by the regular army and by the various militias of the State. The total amount of the contract is $85,000, and its terms are the same as those which Mr. Peck has previously made with the government. He has now more contracts on hand than ever before, and will this Fall double the capacity of his plant. It is his intention to build a new factory building.

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THE NEW

"INVINCIBLE"

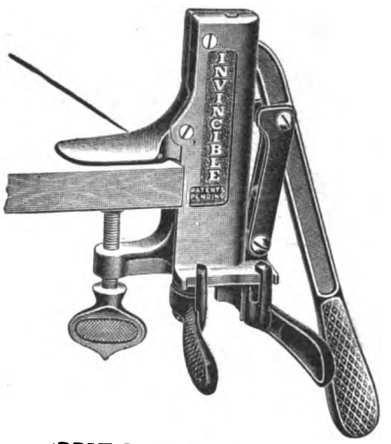
Patent Cork Puller

WITH SELF-CENTERING SAFETY BOTTLE GRIP

QUICK ✂ STRONG ✂ RELIABLE

Draws and strips cork in one single operation of handle. No cork can ever remain inside. No mistake possible in operation. No tearing of corks. No breakage of screws or bottles. Made in both nickel plate and bronze finish.

HUGO REISINGER, Manufacturer
11 Broadway, NEW YORK



BEST BAR PULLER MADE

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE Steel and Twist Barrels

20 GAUGE, Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. ✂ WORCESTER, MASS.

THAT NAME
"ANDERSON"
has been stamped on tools during the past
33 YEARS
It's worth rembering the next time you order
COLD CHISELS,
CEMENT WORKING TOOLS
or STONE CUTTING TOOLS If you want the best.
The "Anderson" COLD CHISELS are meant for customers who require an extra high grade tool. Neatly packed in boxes.
PRICES ?
W. H. ANDERSON & SONS,
CONTRACTORS' TOOLS
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GOOD AGENTS WANTED TO SELL.



Don't Pay ✂ For The ✂ Black Kid



STOVE POLISH

If not the best you ever used.

If we did not have absolute confidence in the Polish we certainly could not afford to give this guarantee. The only Turpentine polish on the market. Put up in 5 lb. cans.

Ask for Booklet and Prices.

NICKLE PLATE STOVE POLISH CO.,
CHICAGO, U. S. A.



The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

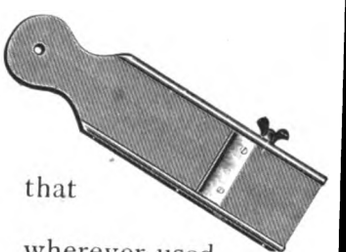
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240-2 W. 23d St., New York City.

Anything Shavable

like chocolate, fruit and vegetables of every kind is shaved so thin and so satisfactorily by

The "Little Shaver"



that wherever used, it has become

Indispensable in The Kitchen

¶ Made of Black Walnut. Size 10x 2½ inches.

¶ Knife is of finelly tempered steel and carries a keen edge.

¶ If you'll drop us a line we'll tell you how to sell it at a profit.

J. M. MAST MFG. COMPANY
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FORMERLY
SCHEELERS' SONS
WIRE CLOTH & WIRE GOODS
BUFFALO, N.Y.

UDELL

DRYING RACKS

It's up to you whether you intend to worry along with Drying Racks that give little satisfaction to your customers.

It is needless for us to remind you that our



Globe Rack

is the strongest made. Stretchers are of Hard Wood, held open by Malleable Iron Hinge Braces. Closes compactly.

Five feet high. 13 stretchers. Weight 120 pounds per dozen

The Udell Works
Indianapolis, Ind.,
U. S. A.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Business Opportunity.

OWNER retiring from successful Hardware business offers to active experienced man whole or part interest. Look this up. Address Elston's Big Store, Norristown, Penna.

A RARE OPPORTUNITY. Partner wishes to retire from business established ten years, manufacturing staple articles, and now paying 20% and will sell his stock at a big sacrifice. This is a chance of a lifetime as an investment or to take active interest at a good salary. $8000.00 required. Must be sold at once. Do not fail to investigate immediately; it will interest you. Address P. O. Box 751, Erie, Pa.

For Sale.

50 new cold weld seamless steel pressure tanks (20 gallons capacity, tested to 200 lbs) each complete with double acting liquid or air pump, valves and pressure gauge; guaranteed to be in perfect condition—never used; cost each $25; will sell the lot $12 each. Address "A. P." HARDWARE.

FOR SALE—Hardware business for sale. Stock of hardware, stoves, tinware, farm implements, buggies, wagons, etc.; invoice $10,000, in one of the best towns in southwestern Wisconsin. Best of reasons for selling. Established forty years. Address, "S. J." care of HARDWARE, N. Y.

Situation Wanted.

SITUATION WANTED:—I am an experienced Hardware and Stove salesman, steady, sober, 24 years old, can furnish you with first-class references. S. O. Nordquist, 1922 Dodge st., Omaha, Neb.

AS SALESMAN. Am at present employed but wish to change. Experienced in selling cutlery. Can give best of references. Address "K" care HARDWARE.

Salesman Wanted.

SALESMAN calling on the Hardware trade and general merchants in the following states: Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Texas, Mississippi, Louisiana, Tennessee and Kentucky to handle cartridges on commission basis of 5 per cent. A. R. S., care HARDWARE.

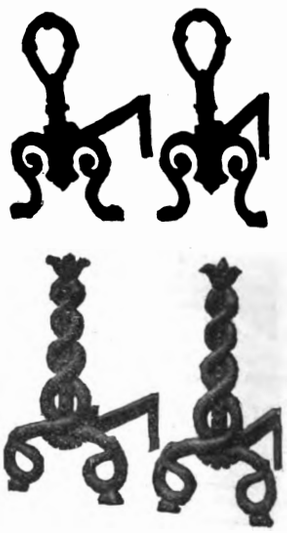
CUTLERY SALESMAN; to sell a fine line of American Pocket-Cutlery on commission to retail hardware trade in Iowa. Address, stating experience, "P. C." care "HARDWARE," New York.

Wanted.

WANTED.—A position as salesman or bookkeeper in retail or wholesale Hardware store. Address, "Sales" Care of HARDWARE.

Andirons

From
BLACKLOCK FOUNDRY
are
Unequalled for Durability.



Each set has Wrought Iron Dead Black Finish.

As lively sellers they are unsurpassed. Let's give you further information about them.

BLACKLOCK FOUNDRY,
SOUTH PITTSBURGH, TENN.,
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Traveling Men

Can make expense money by taking subscriptions to

"Hardware"
Liberal Commission

KNIVES.
Shoe, Butcher and Kitchen Cutlery,
Carpenters' Drawing Knives,
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C. J. KIMBALL CO.

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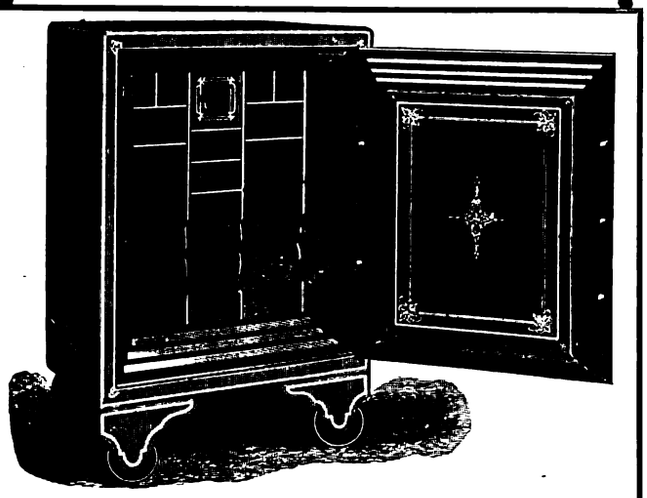
Sixty Years Experience

In safe construction enables us to guarantee all our safes to preserve absolutely their contents from any destructive force whatsoever.

The **Baltimore Fire**
The **Best Proof**

In Body and Door Construction, in Locking Device and Fire Proofing—in each and all particulars.

Herring - Hall - Marvin Safes
are unsurpassed



400,000

of our safes are in use to-day. Want any better proof of their absolute safety?

Nitro-Glycerine or Dynamite

"Herring Steel" used in all our Safes has successfully withstood several charges of either of them.

Write us for Catalogue and Prices.

HERRING-HALL-MARVIN SAFE CO.

400 BROADWAY
NEW YORK, U. S. A.

Cable Address FIREPROOF New York



Two Tools in One

are combined for use on ordinary bottles in

"The Victor"

Bottle stopper and opener

Opens most any capped bottle or makes it absolutely air-tight. A sample is yours for the asking.

TAPLIN MFG. CO.,
New Britain, Conn.

W

UNSURPASSED

In tensile strength, elongation and elastic limit is the enviable record enjoyed by . . . . .

THE NEW PUTNAM HORSE NAIL

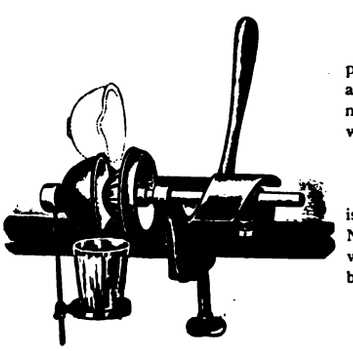
¶ It has stood the highest test. Will not crimp, break, sliver nor cut off. . . . . .

¶ It will hold in the clinch; is easily driven. . . . . .

¶ Samples on request. We have a special offer to Hardwaremen. . . . . .

PUTNAM NAIL CO.,
NEPONSET, BOSTON, MASS., U. S. A.

The **Leader Lemon Squeezer**



Leads all others in compactness of construction and rapidity and thoroughness with which it does its work.

It is so well made that it is practically unbreakable. Not a loose part in it—always ready, therefore, for business.

Comes in two sizes.

The **LEADER MFG. CO.,** Hartford, Conn.

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GET OUR PRICES BEFORE ORDERING

BOX ORNAMENTS AND CORNERS.

BRASS GOODS MANFG. CO.

Corner Union and Nevins Streets, BROOKLYN, N. Y.

MANUFACTURERS OF

METAL GOODS IN BRASS, BRONZE, AND TIN.

LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.

SPECIAL GOODS MADE TO ORDER.

THIS CARD CHANGES EACH ISSUE.

WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE

American Steel Roofing Co.

Middletown, O.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. *Send for Catalogue.*

Federal Bench Punch



10 inches high, 10 inches long, Weighs 64 pounds

PUNCHES 5-16 inch hole in ¼ in. Iron plate, 2½ in. from edge. Send for Circular.

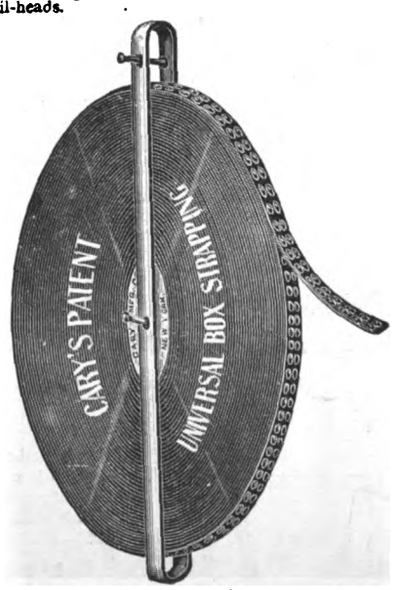
Chandler & Farquhar Co.,

131 Congress Street,

Boston, U. S. A.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil.

Straps made in four widths: ½, ⅝, ¾ and 1 inch.

Patented in all countries.

CARY MFG. CO.,

19 & 21 Roosevelt Street, New York.

Cable Address: CARLEIO

The Best Point



in a "Spring Divider" of any kind is the perfection of its points. Among adjustment devices for mechanics and draftsmen our

"Excelsior" Spring Divider

leaves nothing to be desired on this score.

Its points are made of Stubb's Steel Wire, tempered and inserted two inches into each leg.

Nickel plated.

Excellent Seller

We want you to have a copy of our catalogue and prices. Shall we send them?

THE WM. SCHOLLHORN CO.

NEW HAVEN, CONN.

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PITKIN'S BARN PAINT



50 Gallon Assortment

20-1 GALLON CANS
6-5 GALLON CANS

Special Discount Proposition. Write for it.

100 Gallon Assortment

20-1 GALLON CANS
16-5 GALLON CANS

Extra Special Discount Proposition. Write for it.

WE CAN SAVE YOU MONEY

Freight Allowed

GEO. W. PITKIN CO.

PAINT AND COLOR MAKERS

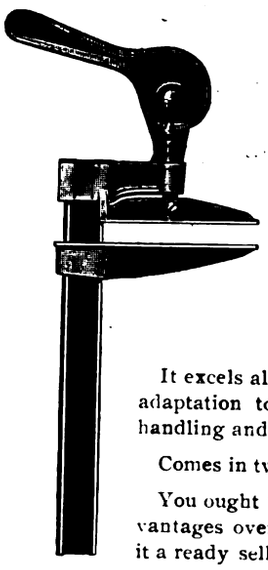
265 Fulton Street **CHICAGO**

WRITE TO-DAY

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Unapproachable.

We challenge anyone to duplicate the quality and price of



Colt's Clamps

in general, but more particularly our

UNIVERSAL CLAMP

* * *

It excels all hand screw clamps in adaptation to work, convenience of handling and quick action.

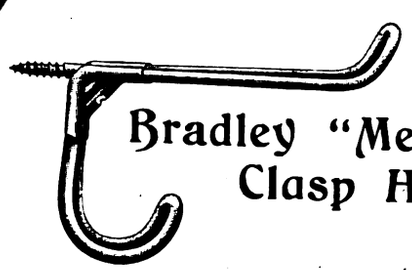
Comes in two sizes.

You ought to handle it. It's advantages over inferior clamps make it a ready seller.

Batavia Clamp Co.

Batavia, N. Y.

Bradley SHELF Bracket



and

Bradley "Metal" Clasp Hook

Are our two specialties, as yet unsurpassed as profitable Sellers

Better Goods than these cannot be secured anywhere for the same money.

Order direct or through your Jobber.

Atlas Mfg. Co.

New Haven, Conn.

SPECIAL OFFER: TOTAL ADDER CASH REGISTER



CAPACITY $1,000,000

Guaranteed for ten Years Free of Infringement.

Don't be Fooled

by the Picture of a cheap, low grade machine advertised by the opposition.

"WHAT THEY SAY"

Minonk, Illinois, April 11th, 1904.

CENTURY CASH REGISTER CO.,
Detroit, Mich.

GENTLEMEN:

We wish to state that we have one of your total adding Cash Register Machines in our Grocery Department, which has been in constant use every day for the last two years, and there has never been one minute of that time but what the Machine has been in perfect working order.

We can cheerfully recommend your machine to any one desiring a first-class Cash Register. Yours truly,

ALLEN-CALDWELL CO.
T. B. ALLEN, Sec'y.
Cash Dealers Dry Goods and Groceries.

MERIT WINS. We hold letters of praise similar to the above from more than one thousand (1000) high rated users of the Century. They count for more than the malicious misleading statements of a concern in their frantic efforts to "hold up" the Cash Register users for 500% profit.

SENT ON TRIAL. :: :: PATENTS BONDED.

THEY DO NOT CHALLENGE: as hundreds of merchants say, match the Century for less than $150.00

The National Company, by circulars, newspapers and through their agents, advertise our machine to contain tin adding wheels. Their statement is false. The wheels in our machines are made of the *best* quality of cold rolled steel.

We have placed $1000 in the Union National Bank, of this city, and *challenge* the National Company to put up a like amount, in the same bank. If they can substantiate their statement they take our $1000; if not, their $1000 is to go to any charitable institution in the state of Michigan. *Money talks.* Let them accept this challenge or acknowledge their statement to be untrue.

We use the best material that money can buy.

Write for our challenge competition offer against any $100 machine manufactured by the National Compaay, the insertion of which herein, limited space prevents.

White Hall, Ill., April 18, 1904.

CENTURY CASH REGISTER CO.,
Detroit, Mich.

GENTLEMEN:

Your salesman was here in February, 1903, trying to sell us a cash register. At that time we were not in the market for a machine. For several years we have used one made by the *Great Opposition.*

It was often out of repair, and when we would return it they would charge us from $5.00 to $25.00 for repairing it.

We sent your salesman to W. R. Wasson, of this place, and he sold him a cash register which gives entire satisfaction and has never been out of order.

You may send us one of your Century cash registers, solid nickeled case, with penny keys. Yours respectfully,

LOWENSTEIN & SON,
Wholesale and Retail Grocers.

The above is from the old established and well known firm of Lowenstein & Son, rated in Bradstreet's at $75,000.

We have received many similar letters from high rated merchants regarding those 500% profit machines.

Grand Haven, Mich., Aug. 1, 1904.

CENTURY CASH REGISTER CO.,
Detroit, Mich.

GENTLEMEN:

Please find check for last payment on our register. We are very much pleased with it. No money we ever invested gives better satisfaction or returns than the payment of our machine.

Yours very respectfully,
BOTBYL BROS., Grocers.

We Can Furnish the Proof. Hear What We Have to Say and SAVE MONEY.

SPECIAL OFFER: We have a plan for advertising and introducing our machine to new trade which we are extending to responsible merchants for a short time, which will put you in possession of this high-grade, up-to-date, 20th Century Cash Register for VERY little money and on VERY easy terms.

PLEASE WRITE FOR FULL PARTICULARS.

CENTURY CASH REGISTER CO.

658-659-660-662-661-663-669-670-672 and 674 Humboldt Ave.

DETROIT, MICH., U. S. A.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5 50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1 50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1 90
B. B. Caps, Round Ball.....$1 49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 28 lb bag.....2 25

GUN WADS—⅌ 1000—

B. E., 11 up.....$ .60
B. E., 9 & 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tool Co.....⅌ doz.
Hawkeye.....$3.25
Western.....3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net.....$2 00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1 00
Kohler's:.....⅌ gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net. 7.20
Bolt Holder. No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8½c
Eagle Anvils, ⅌ lb, net.....7¼@8c
Peter Wright's.....10½c
Trenton.....9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits.....
Car " .....
Machine Bits.....
} 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 32...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....60⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 35&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable....$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ⅌ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3 25
German Pattern, net.....$1 50@4 75
Mayhew's Diamond ⅌ doz. $1.25.....40%
C. E Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....88c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch ⅌ doz.....$1.00
Stanley Rule & Level Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ⅌ doz. $7.50; No. 20, ⅌ doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50to8.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9. 25

HATCHETS—

Hunt's Underhill's Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓&5
Boys Axes.....33⅓&5
D. Simmons & Co.:
Broad.....
Shingling and Claw.....
Lath, Hunters', etc.....
Picks and Mattocks.....50%
} 50&5%
Peck Edge Tool Co:
Hatchets, Shingling, etc.....33⅓ & 5
Broad and Bb l.....33⅓
Boy's Axes and Hatchets...33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " .....25 "
10 " firkins (6 in case)....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " .....9 00 "
200 " ¼ bbls.....
375 400 lb " .....
} .08½lb

Balances, Spring—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....60%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....25@60%
Tinned, each, $10.50.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@33⅓&10
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's List....70@70&10%

Bellows—

Blacksmiths'.....65&10@70
Hand.....25&10%
Moulders'.....25 10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched...45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10¼c
Standard	10¼c
Standard Manila	11¼c
Manila	12¼c
Pure Manila	13¼c

Bit Holders—

Angular.....45%
Extension:
Barber's, ⅌ doz. $15.00.....45@50%
Ives' ⅌ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..⅌ doz. $3.00.....33⅓%
Excelsior ⅌ doz. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity ⅌ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Harts' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves...60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....10%
Wrought Barrel.....75@60%
Wrought Barrel Bolts, Griffin's. 75&10%
Wrought Square.....50@50&10%
Wrought Shutter, Standard list.. 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list.. 50@50&10%
Wr't Sunk Flush, Stanley's list.. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....70&5@75%
Machine, Plain Nuts.....75@75&5%
Carriage, Common.....70&10@75%
Phila., Eagle, list May 24, '99.....80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Pertchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....65&10%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		30&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary Mfg. Co's, in case lots:
"Universal,"....30&10&10&10
Standard Metal Strap Co's:
Eclipse....20&10&10&5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 10@12½....50&10%
No. 20@31½....50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's....60&10@60%

Brackets—
Brackets, Griffins Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases....80&10%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets—
Millers Falls Co....33⅓&10

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....₩ doz net $5.00
Bemis & Call's....65%

Bright Wire Goods—
Standard. List, June 24,1903.90@90&10%

Bull Rings—
Humason, Beckley & Co.'s....80%
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White....5 %
Plumbs....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
O. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....25%
Humason & Beckley's....40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts -
BRASS—
Wrought Brass, list Sept.'96.20@20&10% &5%
CAST IRON—
Loose Joint....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns....70@70&10%
Loose Pin....70@70&10%
Mayer's Hinges....70@70&10%
Parliament Butts....70@70&10%
Fast Joint, Broad....50@50&10%
Fast Joint, Narrow....50@50&10%
WROUGHT STEEL—
Table and Back Flaps....75%
Narrow and Broad....75%
Inside Blind....75&10%
Loose Pin....75%
Loose Pin, Ball and Steeple Tip....80&20%
Japanned, Ball Tip Butts....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%
} Extra 10% to 10&10

Calipers—
Bemis & Call:
Double....65%
Inside and Outside....65%

Can Openers—
American....₩ gross, $1.75@$2.00
Goodell's Acme....₩ gross, 6.00
Hopper's....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix....4 %
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel.. ₩ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50....75&10%
Universal, ₩ dos., $3.00....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Plate....60@60&10%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and HalterChains:
"American"....40@45&10%
"Niagara"....45@50&5%
"Eureka"....45@50&5%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$6.00
¼	5.30
5-16	4.15
⅜	3.75
7-16	3.60
½	3.50
9-16	3.45
⅝	3 30
¾	3.25
⅞	3.20
1	3.15

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain....
Covert Mfg. Co., Heel Chain....
Covert Mfg. Co., Rein Chain....
Covert Mfg. Co., Stallion Chain..
} 40% & 2%
Galvanized Pump Chain....4½@4¾c
German Coil, list July 24, '97...60&10@60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron....60&10@60&10&5%
Jack Chain, Brass..60&10@60,&10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains:
New List....60@60&10%
Bridgeport. Trace chains....65%
Stake " 65%
Heel " 30%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%&2%
Hemp....45%&2%
Jute....40&5%&5%
Steel....30%

Chain Guards—
Aluminum S. & N. Co....50

Carpet Stretchers—
Montross' "Excelsior,"...₩ doz., $6.00....30%
Bullard's....33⅓%
Cast Iron Steel Points....₩ doz....80c
Socket....₩ doz., $1.75@$2.00

Carpet Sweepers— ₩ dos.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 29 00
Monarch, Roller Bearing, Japanned....20 00
Marion Queen, Roller Bearing Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel....32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel....36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned....33 00
Perpetual, Regular Bearings, Nickel....20 00
Perpetual, Regular Bearings... 18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise....25@30%
Goodell's Family....net ₩ dos. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes....70%@70&10
L. & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to £
C. E. Jennings & Co....30%
Jennings & Griffin Mfg. Co.
Tanged Chisels....30&10%
Tanged Gouges....40&10%
Tanged Firmers'....40%&10%
Tanged Gouges....40%
L. & I. J. White,....25&5%
COLD CHISELS—
Good quality, ₩ lb....12@16c
Snell's Best C. S....50&10%
Cronk's....50%

Cleaners, Sidewalk— ₩ dos
Challenge Shank....$3.25
Star Shank....4.00
Star Socket....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago....Each 8.75 15%
1902 Chicago....Each 10.75 15%
Twentieth Century....20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—
Box and Side....60%
Enterprise Mfg. Co....25@30
Lane Bro's Co....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers. 70&10%@75%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....20@20&5%
L. & I. J. White....20@20&5%
Sandusky Tool Co....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co....33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson....₩ doz $10.00

Corn Hooks— ₩ dos
Kretsinger Cut-Easy....$3.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.50

Countersinks—
Mayhew's Diamond....40@45%
Smith's....25%
Snell's....40%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....33
Dixons: ₩ gro.
Eclipse....7 in.$3.75 9 in.$4.25
Emerald....5.00
Oriole....6.00
Rainbow....8.10
Solid....7.50
Tailors, Black $5 62. Red & Blue $9.00

Curry Combs—
Kohler's....40%
The Metal Stamping Co. Ideal,..30&10%
Perfect....40%
Rubber, ₩ dos. $7.50....30&10%
Southington Cutlery Co.'s....30&10%

Cutlery—
Fosters, Pocket....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)....40&10%
Walter B. Stevens & Son:
Brass....40%
Embossed Glit....30&10%
Leather....40%
Union Hardware Co. New List 30@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Dudley's....33⅓@40%
Columbia....40&10%
Eclipse....60@60&10%
Home....50&10%
Ogden's....33⅓@40%
Pullman's Screen....₩ dos. net $4.50

Door Holders—
Empire....30%

Door Springs—
Gem (Coil), list Oct. '95....30%
Pullman, Perfect....30%
Pullman, Coil....30%
Star (Coil), list Oct. '95....30%
Torrey's Rod, 39 in. ₩ dos., net...$1.35
" " 48 in. " " 1 80
Victor, Coil....50&10&10%
Chicago Coil Springs....40&10%
Reliance Coil Springs....40&10%

Drain Cleaners—
Iwan's Adjustable....35%
Iwan's Stationary....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg. Co., list....75&10%
Sargent's List....60

Drawing Knives—
Standard Wakes....70@70&10
Adjustable Handle....2" @25&10%
Bradley's....40&5%
Jennings & Griffin....65&2&10%
Watrous....15%&10%
L. & I. J. White....20&10&5%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....25@30%
Breast, Millers Falls, each $3 00.15&10%
Stearns' Bench....30%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1. $10.00 Adjustable No. 10, $12.00....33⅓%
TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg....30%
Enterprise Mfg. Co....25@30%

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Egg Beaters—

Taplin Mfg. Co.: ₩gro.
No. 60 Improved Dover.....$6.00
No. 75 Improved Dover.....$6 50
No. 100 Improved Dover.....$7.00
No. 102 Improved Dover, Tin'd $8.50
No 150 Improved Dover, Hotel $15 00
No. 152 Imp'd Dover Hotel T'd $17.00
No. 200 Imp'd Dover Tumbler $8 00
No. 202 Imp'd Dover Tumble Td $9.50
No. 300 Improved Dover Mammoth, ₩ doz ..... $2?0

Escutcheons—

Wood..... .....25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz

"Challenge"..... $3.00
Popes..... 3.00
Wilkinson's ..... $3.00 net
Westerholm's..... $3 25

Faucets—

Frary's Iron Petroleum .....70@70&10%
John Sommer's "Peerless," Tin Key..... 40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key..... 50&10%
John Sommer's "Duplex," Metal Key..... 60%
John Sommer's "I. X. L.," Cork Lined..... 50%
John Sommer's "Reliable," Cork Lined..... 50&10%
John Sommer's "O. K.," Cork Lined..... 50%
John Sommer's "Chicago," Cork Lined..... 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50%

SELF MEASURING—

Enterprise ₩ doz. $36.00..... 40%
Lanes..... $40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American..... .....75&5%
Arcade..... 75&5%
J. Barton Smith ....75&5%
Disston's..... .....75%
Disston's Superfine 50%
Eagle..... .....75%
Great Western ..... 75&5%
Kearney & Foot ....75&5%
Mc Clellan..... ..... 75&5%
Nicholson ....70&10%
Nicholson's X. F. Files.....30@30&10%
Royal. ....80@80&10%

IMPORTED—

Stubs.. .....Stubs' list, 30@33⅓%

Filters—

Acorn..... .....50%
Fulper's Natural Stone ...$3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78.00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler.....₩ doz. 30.00
Gun Cleaner..... ₩ doz. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield.....₩ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American..... 60&20%

Forks—

Geneva:
Two-Tine Hay and Boy ....50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines..... .....50&10&5%
Four-Tine Hay..... .....66⅔%
Long Three Tine, Grain, &c.. 65%
Long Four-Tine Header, &c 65%
Alfalfa, Deep Dish Header 65%
Three-Tine Baler..... 65%
Four-Tine Baler 65%
Barley and Grain..... 60&20%
Champion Hay..... 66⅔%
Champion Manure .....60&15&2½%
Champion Header..... 65%
Four Tine Manure .....60&15&2½%
Five and Six Tine Manure 66⅔&2½%
Spading Forks..... .....70&2½%
Potato Digging... ... .60&10%
Baling Press ..... 60&12½%
Stable and Fish..... .... 50&10&5

HEAVY FORKS—

Vegetable Scoop .....
Sugar Beet..... .....
Barn..... .....
Sluice .....
Cotton Seed ..: .... } 40&10%
Coal and Coke.... .....
Stone ....
Tanners'.....
Shaving..... .....
Oyster.....

Fruit, Wine and Jelly Presses.

Enterprise ....20@25%

Fry Pans—

Standard List .....70&10
No ... 0 1 2 3 4
₩ doz. $3.00 $3.75 $4.25 $4.75 $5.25
No. 5 6 7 8
₩ doz. $6.00 $7.00 $8.00 $9.00

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.. .....50%
Clapboard ....25&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@50&10&10%
Stanley's..... .....20@20&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's..... 25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut..... ....40&10@50%
Metal Head..... .....50&10%
Wood Head..... ....50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid .....25&25&10%
Mystic..... 40%
Martins..... ....40&10%

Glue Pots—

Enameled..... 40%
Tinned..... .....85%

Graters—

Enterprise..... .....25@60%

Graphite, Lubricating.

Dixon's Pure Flake
633— 1 lb. cans,.....20 cts. ea.
633— 5 " screw top tin cans, 85 cts. ea.
634— 10 " " " $1.60 "
644— 25 " boxes,..... 15 cts. lb
645— 50 " " ..... 14½ cts. lb
646—100 " kegs,..... 14 cts. lb.
647—350 " barrels,..... 12 cts. lb.

Grindstone Fixtures—

Cronk's..... 50%
Forest City.....30@30&10%
Sargent's Patent... .... 60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters .....40&5%
Sisal Rope 20%
Web Halters..... 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail 10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75..... 40&10%
H. & B., Tack.....₩ doz. net $2.50
Maydole's ..... 33⅓&5&40&10%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail .....⅓&7½%
Engineers' and B. S. Hand, 50&12½%
Quaker City Hammers..... 40&5%
Riveting and Tinners'..... 40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb.... }
3 to 5 lb 40c lb.. .... } ..... 75@75&10%
Over 5 lb 30c lb .... }
Wilkinson's Smiths.....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal..... 20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's..... .... ₩ doz.,$15.00

Handles—

WOOD—

Auger, assorted ..... ₩ gr. $2.75@3.00
Auger, large ..... ₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 3½ 40%
Axe, Pick, etc .....50@5 &10
Bliss Mfg. Co.
Chisel .....
Brad Awl ... ... } 25@33⅓%
File..... .....
Auger..... }
Soldering Iron .....
Brad Awl.....₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted ..... ₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet,.... ..... 50%
Hoe, Rake and Fork .....50&10
"Simplicity" File Handles, ₩ gr. $ .90@1.50
Saw and Plane ..... 40&10&50%
Shovel and Spade, Wood D. Handle, 40&5%
Shovel and Spade, Long Handles 50&5%

CROSS-CUT SAW HANDLES—

Atkins ....40&5%
Champion ....45@45&10%
Disston's. 50%

Hangers, Barn Door—

Old Pattern.... .. ..60&10%
New England..... .66⅔@70%
Chicago Spring Butt Co.:
Fraction 25%
Oscillating..... ...25%
Big Twin..... 25%
Lane's Covered..... 50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane s:
Standard .....50&10&10&5
Special..... 50&10&10&5
Track for same.....₩ 100 ft. net,$3.75
Cronk's:
Nos. 1, 1½, 2 & 3.....60&10%
Nos 11, 12..... 70%
Nos. 21, 21½, 22..... ....60%
Nos. 32, 50..... .. .. 60&20%
No. 44 .... 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs..... 60&10%
Myers' Stay-on .....50&10%
Wilcox's New Century.....50&10&10%

Hangers, Garment.

Pullman's..... .....₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard.....net, $3.85
Ball Bearing 4.15
New Model..... ..... 3.85
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B4488, 40 drawers, no partitions, run. ft., $3.60; net each $30.00
No. 1656, 56 drawers, no partitione, run. ft., $4.38; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $3.75; net each..... ..... 22.92

NAIL BIN BASES—

No. 1782, 12 spaces, 150 lbs. each. run. ft.. $2.71; net each 23 57
No. 1770, 8 nail spaces and 4 open shelf spaces above. run. ft. $3.10; net each..... ..... 25 84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's..... .....50%
McKinney's "Perfect," $1 10 ₩ doz.50%
Wrought..... ... 85&10@90%
Wrought, Stanley 80%
Wrought, Griffin..... .....80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track..... $7.00
Myers Unloader, Wood Track:. 7.00
Comb. Car, Double Steel T..... 7.00
Comb. Car, Wood Track 7.00
Rev. Car., Double Steel Track . 7.00
Rev. Car., Wood Track..... 7.00
Myers Unloader, Cable 7.00
Myers Unloader, Single Rail.... 7.00
Sure Grip Sling Car, Steel or Wood Track..... 12.02
Double Rail Steel Track, complete with clamps..... ₩ ft.....
Single Rail Steel Track complete with clamps. ..... ₩ ft. .20
D. H. Fork Steel Regular...each, 1.60
Nellis Fork..... .....each, 3.00
Double Grapple Fork ...each, 7.00
Sprout's Shear Fork, each.....$1.50
Walker Fork, each..... ....2.10
Common 6 in. Wood Sheave Pulley, Fig. 483.... ....₩ doz. 3.20
Faultless Steel Frame K. P. Pulley, Fig. 435 ..... ₩ doz. 4 00
Faultless Steel Frame 6 in. Plain Pulley, Fig 485 ..... ₩ doz. 3.50
Malleable Frame K. P. Pulleys, Fig. 676..... ₩ doz. 4.60
Reed Wood Frame Pulley with Hook, Fig. 434.....₩ doz. 4.00
Steel Frame Pulley with Iron Sheave. Fig. 565, ₩ doz..... 3 10
Floor Pulley, Wood Sheave, Fig. 486..... ₩ doz. 4.10
Hanging Hooks for Double Steel Track..... ₩ doz. 1.40
Hanging Hooks for Single Steel Track..... ₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in..... ₩ doz. 1.00
Hanging Hooks for Wood Track, 16 in ..... ₩ doz. 1.30
Floor Hooks ¾ in ..... ₩ doz 1.40
Malleable Rafter Brackets, ₩ doz .70
Wrought Rafter Brackets ₩ doz .70
Rope Hitch..... ₩ doz. 3 20
Discount on abover 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point40&10%
Iwan's Hay, Sickle Edge.₩ dos. net $9.80
Iwan's Hay, Imp. Serrated ₩ dos. net.:..... .....$10.00
Kohlers, Hay, Sickle edge per doz net$10
Auburn Straw..... .....40&10%
Weymouth, Pat..... ... 65&5%
Wadsworth's..... ..... . 40&

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net.....$8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb, 4½c. / 14 to 20 in., ₩ lb, 5½c. / 22 to 36 in., ₩ lb, 8c.

STRAP AND T HINGES.

New List, March 15, 1101.

Light Strap Hinges.....80&5%
Heavy Strap Hinges....80&20&10%
Light T Hinges ..... 75&10&5%
Heavy T Hinges..... 75&5%
Extra Heavy T Hinges.....80&20%
Hinge Hasps 70%
Corrugated Heavy Strap 80&20&10%
Corrugated Ex. Heavy T.....80&20
Extra @ 10&10&5

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges..... 40%
Bommer B. B. Floor Hinges. 40%
Bardsley's Patent Checking 15%
Chicago Spring Butt Co.:
Chicago Spring Butts..... ..... 25%
Triple End Spring Butts 50%
Chicago Ball Bearing Floor Hinge 50%
Garden City Fire Engine House Hinge 25%
Chicago Saloon Door Hinge ... 25%
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E., ₩ doz. $7.80..... 60%
N. E., Reversible, ₩ doz. $8.60..... 60%
N. Y. State, ₩ doz. $4.90..... 40%
Western, ₩ dos. $4.20.. ..... 60%

BLIND HINGES—

Parker..... .....70&10%
Sargent's, Nos, 1, 2, 3, 5, 11, 12.....70&10%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ dos. sets.50&10%

Hitching Cords—

Covert Mfg. Co..... ..... 45% &2%
" " " ....
Hitchers Stall..... .....35%

Hoes—

Columbian, Field and Washington Co ....70&10%
Meadow and Rhode Island..... 55%
Ladies', Boys' and Toy..... 70&12½%
Onion, Turnip and Nursery..66⅔&12½%
Street and Mortar..... 70&10&1½%
Blackland or Southern Meadow...75&6%
Geneva Planters'..... .....75&12 5%
Straight Shank Planters... 75&10&7½%
Mississippi Planters'... ....75&10&7½%
Geneva Cotton..... .....70&10&1½%
Ladies' Cotton..... .....75&7½%
Cotton Chopper ..... 75&12½%
Rough and Ready Cotton.... 75&10%
Weeding Hoes .. .. 66⅔&15%
Turf Edgers..... .....50&15%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $2.50

WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%

BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%

CAST IRON—
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..5o&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@60&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton.....⅌ doz. $1.35
Wrought Staples, Hooks, &c. See Wrought Goods

MEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%

WIRE—
Atlas, New List, Single cases.....70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%

MISCELLANEOUS—
Belt.....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....85%
Grass, Wadsworth's.....60%
Cronks Grass.....⅌ doz. $3.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
Nos.	6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40%
Nos	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@40%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ⅌ lb						12c
Northwestern	24c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	35½%
Valean	23c	21c	20c	19c	18c	25&10%
Western						9½c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg.....$ 85

Horse Ties—
Covert Mfg. Co.:
Cotton.....45&2%
Hemp.....45&2%
Jute.....40&5&5%
Sisal.....30%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....⅌ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ⅌ doz. $6.00..25@30%
No. 34. ⅌ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ⅌ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2.50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead. ⅌ gr. .....$1.25@1.50
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ⅌ doz.
Cronk's Barn Door.....Net, $2.00

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@50%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

No. 1.	No. 2.	No. 3.
⅌ doz. $12.00	$15.00	$24.00.....80%

Kobler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ⅌ doz
Ulrich Mfg. Co.....$85.00

Leaders, Cattle—
Covert Mfg. Co.....35%

Leads—
Covert Mfg. Co.
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5%
Steel.....30%

Lead Pipe, Etc. ⅌ lb
Bar Lead.....5¾@6c
Block Tin Pipe.....40c
Lead Pipe, full lengths.....5to5¼
Lead Pipe, Tin Lined.....12c
Sheet Lead, full rolls.....6c

Lemon Squeezers
Berger Bros. ⅌ doz. 8-in. $1.00; 10-in. $1.40.....20%
Hotchkiss, Straight Flush, ⅌ doz. $9.00
Jennings' Star.....⅌ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....
Porc. Lined, Wood.....⅌ doz.
Wood, Common, ⅌ gross, No. 0, $5.25 @ 5.50; No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....2 &10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....20&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided. No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ⅌ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ⅌ doz. $7.50 20%
Wire Clothes, 100 feet, Nos. 18 to 20, 4 @45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co.....40%
R & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....4 &10%

CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ⅌ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....60%

TRUNK—
Corbin's.....25&10%
Eagle.....40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@45&50%
Lignumvitæ.....45%@45&50%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....70%@70&10%

Meat Cutters—
American.....30%

Nos.	1	2	3	4	5
Each	$5	$7	$10	$25	$50	$60

Dixon's.....⅌ doz. 30&10@40%

Nos.	1	2	3	4
Enterprise	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant.....33⅓@40

Nos.	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ⅌ doz.....30&10@40%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ⅌ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent.....⅌ doz. $400.40%
Sargent's.....60@60&10%

Mitre Boxes—
C. E. Jennings & Co.....35&10%
Seavey's, ⅌ doz. $30.....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85&10@10%

PICTURE—
Niles' Patent.....40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ⅌ gross....$21.00
" less quantity, ⅌ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs.....⅌ doz. net $7.50
Black Hawk. ⅌ doz.....$9.00
Cyclops.....40&10%@60%
Cronk's.....⅌ doz. net $12.00
Eureka, No. 74.....doz. net $8.50
Eureka, No. 75.....doz. net 8.00
Giant, No. 1, ⅌ doz. $18. 0. No. 1½ $16.50; No. 2, $15.00.....30&5%
Lightning.....⅌ d. $18.00. 30%
National.....⅌ doz. $4.00, 40%
Pelican.....⅌ doz. $9.00, 40@40&10%

Nail Sets -

	⅌ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square.	4.00@4.25
Snell's:	
Octagon	⅌ gr... $5.25
Corrugated	6.75
Knurled	6.75@7.50

Nippers—
Acme.....30%
Smith's Cutting.....30%
Todd's Cutting.....30%
Nut Crackers— ⅌ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..40%

Nuts—
Cold Punched:

Mfrs. or U. S. Standard.	Off list
Square, Plain	$5 10
Hexagon, Plain	5.75
Square, C. T. & R.	5 85
Hexagon, C. T. & R.	6.00

Hot Pressed:

Mfrs. U. S. or Nar. Gauge	Stan'd.
Square, Blank	5.90
Hexagon, Blank	6.00
Square, Tapped	5.80
Hexagon, Tapped	6 00

Oils—
Linseed, City Raw, in barrels, ⅌ gal 42c
Linseed, City, Boiled, in barrels, ⅌ gal. 45c
Out of Town on Spot.....⅌ gal. 42c
Calcutta, Raw, in barrels.....⅌ gal 65c
Lard, Prime City ⅌ gal.....56@ 60
Lard Extra, No. 1.....49@51
Lard, No. 2.....35@38

Oilers—
Brass and Copper,.....80&10
Tin or Steel.....65&10
Cushman & Denison's: ⅌ doz
Gem.....$ .85
Leader.....60
Perfect Oilers.....1.20
Star Pocket Oilers.....70
"Paragon," Brass.....45@40%
"Paragon," Zinc.....80&10%
Wilmot & Hobbs Mfg. Co's Steel Anti Rust.....70@70&10%
Zinc and Tin.....60@60&10%
American Tube & Stamping Co.,
Spring Bottom Cans.....70@70&10%
Railroad Oilers, etc.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Fikes
Hindostan Large Axe..8c per lb
" Small "..10c " " } 40%
Queer Creek Axe....20c " "

OIL STONES—
Fikes'
Lily White Washita...60c ⅌ lb.
Rosy Red "...60c " "
Extra " ...50c " "
No. 1 " ...40c " "
No. 2 " ...30c " "
Lily White " Round, Edge Slips.....90 " "
No. 1 Washita, Round Edge Slips.....70c " "
Washita Pen Knife Pieces 70c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long...$2.80 " " } 33⅓
No 1 Hard Arkansas Stone 5½ to 8 inch long...$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long...$1.50 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long...$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones,..(20c ₱ lb
Chocolate " ..(50c " "
Regular Hindostan..... (8c " " } 40%
Small Hindostan.....(10c " "

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet, Red.....50&10%
Pure Packing "Excelsior" 50%
Extra..... 60%

MISCELLANEOUS— ₱ lb
American Packing ..... 8c@10c
Cotton Packing..... ....16c@25c
Italian Packing.....10½c@12c
Jute ..... 4½c@5½c
Russian Packing..... 9c@12c

Padlocks—
See Locks.

Parers—

APPLE— ₱ doz.
Advance..... $ 4.50
Baldwin 5.00
Bonanza .....each 6.50
Dandy .....each 7.50
Eureka, 1898 .....each 20.00
Family Bay State..... 15.00
Improved Bay State..... .....36.00
New Lightning..... 7.50
Reading, 7% 4.00
Reading, 78..... 7.00
Turntable, 1898 ..... 6.75
White Mountain..... 6.00

POTATO— ₱ doz.
Saratoga..... $7.00
White Mountain..... 6.00

Pencils
Dixon's: ₱ gro.
Carpenter's.....$2.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6.87
Colored Lumber..... 9.00
Black Artists..... 9 37
Colored .....$4.38@7.50
Assortment Boxes..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 24, 1899. .... 70@70&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality..... 40&10%
Bench, Second Quality ..... 50&10%
C. E Jennings & Co ..... 50&10%
Molding..... 33⅓&5%

IRON PLANES—
C. E. Jennings & Co., Iron..... 50&10%
Sargent's ....60@60&10
Standard Tool Co..... .....50@50&5%
Stanley Rule & Level Co.:
Bailey's..... 25&10@25&10&10%
Miscellaneous .... 25&10@25&10&10%

PLANE IRONS—
Buck Bros 30%
Butcher's ....$5.00@5.25 to $
C. E. Jennings & Co ....16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ....20&5@25%

Pliers and Nippers—
Button..... ....70&10@75%
k & Carrier:
Pliers
No. 1..... .....60 & 10%
30..... net $9.00
40..... .....75%
50 ....80%
65 ....40%
70 ....50%
80 ....40%
85..... .....40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting..... .....25%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels .... 25&10%
Disston's 70%
Machinists'..... .....25%
Pocket Levels..... 70&10@75%
Stanley's..... .30&10&30&10&10%
Stanley's Duplex.....20@20&10&10%

Ponchers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 25%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste .....40@40&10
U. S. Metal Polish Paste, 3-oz. boxes, ₱ doz ..... $ .50
₱ gross 4.80
½ lb. boxes, ₱ doz 1.25
1 lb. boxes, ₱ doz 2.25
U.S. Liquid, 8-oz cans, ₱ doz 1.25
gross 12.00
Barkeeper's Friend Metal Polish, ₱ doz 1.75
₱ gross 18.00

Polish, Stove—
Black Eagle Benzine Paste, 5 lb cans, ₱ lb 10c
Black Eagle, Liquid, ½ pt cans, ₱ doz. 75c
Black Jack Paste, ¾ lb. cans ₱ gro. $9.00
Black Kid Paste, 5 lb can, each ..$0.65
Ladd's Black Beauty gro $10.00, ...50%
Joseph Dixon's.....₱ gro. $5.75, 10%
Dixon's Plumbago..... ₱ lb 8c
Fireside..... ₱ gro. $2.50
Gem.....₱ gro. 4 50, 10%
Japanese .. .. ₱ gro $3.50
Jet Black ..... ₱ gro $3.50
Peerless Iron Enamel, 10 oz cans ₱ doz $1.80
Wynn's:
Black Silk, 5 lb pail.....each 70c
Black Silk, ½ lb box....₱ doz $1 00
Black Silk, 5 oz box,....₱ doz $0.75
Black Silk, ½ pt. liq ....₱ doz $1.00

Poppers, Corn—

Square,..... ₱ doz. ₱ gro
1 qt..... ..... $ 9 00
1½ qt..... 11.00
2 qt 13.50

Post Hole Diggers— ₱ doz
Disston's Samson Digger....$34.00, 25%
Kohlers:
Little Giant.....per doz.. net$12.00
Hercules..... " " 9.50
Invincible..... " " 9.00
Pioneer..... " " 7.20
Universal..... " " 18 00
New Champion.... " " 5.50
Rival..... " " 7 50
Ryan's ..... ₱ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved . ....40&5%
Perfection..... ₱ doz. net, $8 25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in.,₱ doz. net...$5.00

Post Hole Diggers—
Iwans. ₱ doz.
Split Handle,.....net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand..... ₱ doz net $6 50
Atlas Pattern.....₱ doz. net $7 50

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks .....60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ...₱ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears .....6 & 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners..... ..... 75%
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears..... .....40%
Waters' Tree Pruners..... .75&10%

Pulleys—
Awning ....60@60&10%
Axle..... .....50&10@60%
Brass Screw ..... 45&10%
Ceiling..... .....50@10&60%
Clothes Line, Japanned..... .....60%
Common Sense..... .....60%
Dumb Waiter ....60@60&10%
Empire Sash Pulley..... ..... 60%
Fox all-steel..... .....50%
"Grand Rapids" all steel..... 50%
Hay Fork, Swivel Eye. ₱ doz., 4-inch, $3 75; 6-inch, $5.00..... .55%
Hay Fork, Hartz, 4¼-inch, ₱ doz., $6.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House..... 50&10@50&10&10%
Stowell's Anti Friction, 5-in. Wheel, ₱ doz., $12 00 .....40%
Side, Anti Friction 60%
Shade Rack..... ..... 45%
Upright..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades .. .. 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers'.....50&10%
Spray Pumps, Kohler's.
Daisy, net per doz..... .....$7.50
Mechanical, net per doz 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 328, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump..... 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump..... 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 321, 3 inch Deep or Shallow Well Pump 15 00
No. 32, Fig. 328, 3 in. Deep Well Pump..... 17.00
No. 50, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump..... 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump..... 15.00
No. 102, Fig. 446, 3 inch Lift Pump..... 9.00
No. 103, Fig. 446, 3½ in. Lift Pump..... 11.00
No. 128, Fig. 510, 3 in. Lift Pump..... $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 265, Fig. 389, Windmill Pump..... 12.50
No 365, Fig. 403, Windmill Pump..... 16 00
No. 240, Fig. 406, Regulator Pump..... 28.00
No. 305, Fig. 477, Spray Pump, complete..... 11.50
No. 380, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump .....net, 5.00
No. 320, Fig. 498, Bucket Spray Pump..... net, 2.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive..... .....50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'..... .....40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₱ 100 feet .....$1.40 1.65 $.60
Barn Door, "None Better" No. 1, ₱ foot..... .....3½c
Barn Door, "None Better" No. 2, ₱ foot 4c
B. D. for N. E. Hangers:
Angular, ₱ foot, 6c 70%
Double Flange, ₱ foot, 8c..... .....70%
Carrier Steel Rail, ₱ foot..... .....4½c
Cronk's: ₱ foot
O. N. T. Style, No. 18. ....3½c
Double Braced..... .....3½c
Lane's:
O. N. T. 1 in..... .....net, $4.00
O. N. T. 1½ in ....net, 3.75
Stowell's Wrought Steel 25%
Sliding Door, Bronzed Wrought Iron, ₱ foot..... .....6½c
Sliding Door, Steel, Brass Plated, ₱ foot 8½c
Sliding Door, Wrought Brass, 1½ in., ₱ lb, 35c..... .....25@30%
Victor Track Rail, 7c ₱ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor..... .....80%
Anti-Clog Lawn 75%
Never Break Garden ....75&10%
Queen City Lawn..... ..... 40%
Kohlers:
Net
Lawn Queen.....20, $3.45
" " 24, 3.60
Jumbo Lawn..... .....36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden 10th..... .... .. 2.21
" " 12th..... 2 40
" " 14th..... 2.64
" " 16th..... 2 88
Geneva Garden and Gravel.....70%
Geneva Weldless Garden.....75&15%
*Toy Shank, Steel 70%
*Mall. Heavy Braced Curved ..70&10%
*Mall Light Braced Straight .. 70&10%
*Mall. Heavy Sgl. Shank " ....70&10%
*Lawn, No. 1 .....70&10%
*Lawn, No. 2 ....70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp... .70&10%
See also Files.

Razors—
Electric .....List net
Boracic ....60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Wostenholm and Butcher, $10.00 to $..... ....10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, July 1, 1903:
Black Japanned....
White Japanned...
Bronzed Finishes..
Electro-Plated .....
Nickel Plated .....
} 70 to 75%
White Porcelain 60%
Solid Brass and Bronze Metal.....50%

Revolving Chimney Tops—
Iwans' Volcaneo ....50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₱ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs 60%
Hose with Burrs ....50&10@60%

IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners..... .....75%&5%
Miscellaneous..... .....75%&5%

Rivet Sets—
Regular List..... .. 70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₱ doz. 1.00 .60 .75 .75 .90 1.

Rope—
Cotton Rope, Best, ₱ lb
½ inch and larger 18to25c
Medium .....16@18c
¼ in. and larger .....
Common..... .....12@12c
Jute Rope:
A grade..... 6
C grade.. ..... 5½c
Manila:
7 16 in. and larger..... .....11½c
⅜ in 12c
¼ and 5-16 in..... ..... 12½c
Steel:
7-16 in. and larger ..... 8½@9½c
⅜ in ....9@10c
¼ and 5-16 in ... . 9½@10½c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory..... 35&10@35&10&5%
Lufkin's:
Steel..... .....50&10%
Lumber..... 60&10%
Miscellaneous, Stanley's. 50&10@50&10&10%

Sad Irons—

DOVER ASBESTOS—
Polishing 50%
Pressing..... 50%
Laundry..... 45%
Sleeve 50%
Tourist..... ..... 50%
Toy 50%
Blacklock:
Plain Black in Cases ...₱ 100 lbs $2.75
Bronze Finished in Cases" 3 15
Aluminum Finish " " " 2 95
Full Nickel " " 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ...20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel..... .....70&10%

Sand and Emery Paper and Cloth—

	List.
Baeder, Adamson & Co.'s:	
Emery Cloth	50&10@60%
Garnet Paper.....	25%
Flint and Emery Paper...	50&10@60%

Sash Balances—
Caldwell Mfg. Co..... .....50%
Pullman ....50&10@60%
Victor Bronze..... .....75%
Victor Steel 70%

Sash Chain—
Competition..... ...50&10%
Giant..... .....40%
Monarch B. C. Co,... .. ..70%
Pullman Bronze 70%
" Cop Steel..... 70&10&10%
Royal Metal..... ....65&5%
Steel B C. Co. ..... 70&10%
Steel, Copperplated..... .....70%
Victor Bronze 70%
Victor Steel..... .....75%

Sash Cord and Weight Fastener
Ives.... .....40%

Sash Cord—
Cable Laid Italian .....₱ lb 16@18c
Cable Laid Russia ..... ₱ lb 15c
Common India ..... ₱ lb 10@10½c
Patent Russia ..... ₱ lb 14c
Patent India..... ₱ lb 12½@13c
Silver Lake:
A Quality, Drab..... ₱ lb 40c
A Quality, White. ..... ₱ lb 35c
B Quality, Drab..... ₱ lb 35c
B Quality, White..... ₱ lb 30c

Sash Fasteners.
Ives "Crescent"..... .....50%
Imperial 33⅓%
Sash Rollers..... ...70%
Ives Casement Fasteners..... .....40%
Champion 50%
Monitor, Steel..... .....25%
Shutter Sheaves..... .....60%
Window Screen Sash Lifts..... .....66⅔%

Sash Locks—
Champion Meeting Rail..... .....50%
Champion Side..... ....60%
Ives' Patent:
Wrought Metal..... .....55%
Cast Metal..... .....62½%
Window Ventilating Lock..... .....60%
Payson's Signal 80%
Pullman Pat. Ventilating..... 25%

Sash Weights—
Ton lots at factory... .... $28.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co..... .....25@25&5%
National Specialty Mfg. Co..... 30%

Saws—
Atkins:
Band 2 to 14 in. Wide..... 50
Band ½ to 3-4 in. Wide 60

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 12, 90, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00
⅋ doz.....30%

Saw Frames—

C. E. Jennings & Co.....30%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....⅋ doz. $6.00
Excelsior Saw Tools.....⅋ doz. 6.00
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....⅋ doz. net $8.50
"Royal".....⅋ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ⅋ doz.....$4.25
Stillmans.....⅋ doz. 1.00
Tainters Positive....$18.00 ⅋ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....20@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.... 1.60@ 2.00
Striped..... 2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....⅋ doz. $2.00
Box, 2 Handle.....⅋ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....⅋ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....⅋ doz. $2.50

Screens—

DOOR—

Phillips: ⅋ doz.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛-in., Style G, Common Screen Doors Imitation Walnut.... 6.75
7-8 Style K-4 Screen Doors 8.75
7-8 Style X-Y Screen Doors 11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames... 60&5&2½%

Screw Drivers—

Bruce Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ..⅋ doz. $6.00 net
Electric Spiral No. 02 ..⅋ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3 ..$12, 50%
C. E. Jennings & Co..40&10%
Jennings & Griffin.....66⅔%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ⅋ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 65.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ⅋ doz., 1 in., $3.00; 1¼, $3.50; 1½, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ⅋ doz.

Wadworth's:
Natural Finish, Grass..
Polished Blade, Grass.....
Painted or Bronzed, Grass..... 30%
Clipper, Grain.....
Weed and Bush.....

Scythe Rifles.

3-Coat.....$10.00 ⅋ gro. 40%
4- " .....$12.00 " "

Scythe Stones.

No 1 Indian Pond....$7 00 ⅋ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamotte..... 11.00 " "
Green Mountains... 6.00 " " 40%
Leader Red End .... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24.00 " "
" Emery.....15.00 " "

Seeders—

Raisin, Enterprise.....35@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....30%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ⅋ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....⅋ doz. $1.75; ⅋ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....⅋ gro. $16.50@$20.00
2 Knives.....⅋ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&2%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%&2%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&5%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co:.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....⅋ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

⅋ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10%&10%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ⅋ lb.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.60
" No. 55 " " " 80c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....30%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj. Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....30&10%@ 30&10&1

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's.....10%
Myers' Noiseless.....30%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&25%
S. S. Cut Tacks.....90&20%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&20&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....80&40&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&20&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ⅋ doz., net.....$3.00
Columbia, No. 2, ⅋ doz., net.....1.65
Little Jack.....⅋ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....20&5@35%
Steel.....20&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1⅛ in. inc.....65&10%
1⅛ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1⅛.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3⅛ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ℔ 100.....net. $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....℔ doz. 1.25, ℔ gro. 12 00
Harper.....℔ doz. 1.40, ℔ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@7% &5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 1%
Mouse, Wood, Choker, ℔ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.15, ℔ doz...$12.00
No. 3, Rat, ℔ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ℔ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ℔ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ℔ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ℔ gro., $15.00; No. 2, ℔ gro. .....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.:.....℔ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ℔ gro.....$ 9.00
" " 4, ℔ gro.....24.00

Trowels Mechanics—

Brade's Brick.....80%
Disston's:
Brick and Pointing.....30%
Plastering.....20%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....20%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....℔ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@40%
Planer.....15@30%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....80 &5
Covert Mfg. Co.'s, Steel.....45&2½
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2½

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....℔ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 80.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 80 " " ...67½
Nos. 19 to 80 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....85&10@85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....90&10%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....30%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....℔ doz. $1.80

Wrenches—

Agricultural.....80&5%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Machinists.....66⅔%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 45c
Linseed, City, Boiled, in barrels, ℔ gal. 47c
Out of Town on Spot.....℔ gal. 44c
Calcutta, Raw, in barrels.....℔ gal. 65c
Lard, Prime City.....℔ gal.....61@62c
Lard, Extra, No. 1.....51@52c
Lard, No. 2.....39@40c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $19.00@$21.00
Barytes, American Floated, ℔ ton, $19.00@$20.00
Barytes, Crude.....℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7c
In lots of 500 lbs. and over...℔ lb. 6¼c
White Lead, Eng., in Oil..℔ lb. 8¼@9½c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....1¾@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¾

Spirits Turpentine—

In regular bbls.....56@ 56½c
In machine bbls.....56½@ 57c

Dry Colors—

	℔ lb
Blue, Chinese	30 @35 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	5 @20 c
Sienna, Italian, burnt & powdered	4½@10 c
Sienna, Italian, raw & powdered	3½@ 7½c
Umber, Turkey, burnt	2½@ 3½c
Umber, Turkey, raw	2½@ 3½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	13½@14½c
Indian Red, American	3 @ 3½c
Indian Red, English	4½@ 6½c

Colors in Oil—

Black Lampblack, best	13 @15
Black Lampblack, common	8 @10 c
Blue, Chinese	35 @40 c
Blue, Prussian	32 @35 c
Blue, Ultramarine	14 @18 c
Sienna, burnt	11 @13 c
Sienna, raw	11 @13 c
Umber, burnt	11 @13 c
Umber, raw	10 @13 c
Brown, Vandyke	10 @13 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

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John H. Graham & Co., New York.
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Novelty Mfg. Co., Jackson, Mich.

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American Fork and Hoe Co., Cleveland, O.

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Magnolia Metal Co., New York.

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Standard Metal Strap Co., New York.

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E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.
Guns.
Alfred Field & Co., New York.
J. Stevens Arms & Tool Co.,
Hack Saws.
E. C. Atkins & Co., Indianapolis and New York.
Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Halter Chains.
Covert Mfg. Co., West Troy, N. Y.
Hack Saw Blades.
E. C. Atkins & Co., Indianapolis and New York.
Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.
Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.
Hand Elevators.
Storm Mfg. Co., Newark, N. J.
Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.
Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira,
Fred. F. Bischoff & Co, Chicago, Ills. N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.
J. E. Porter Co., Ottawa, Ill.
Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.
Hangers, Parlor Door.
Fred. F. Bischoff & Co., Chicago, Ills.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wis
Lane Bros. Co. Poughkeepsie, N. Y.
Hangers, Pipe.
Berger Bros Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.
Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Mfrs' Agents, Etc.
John H. Graham & Co, New York
Robert Murray, New York.
Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Harness Dressing.
Frank Miller Co., New York, N. Y
C. L. Hauthaway & Sons, Inc., Boston. Mass.
Harness Oil Blacking.
C. L. Hauthaway & Sons, Inc., Boston, Mass.
Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.
Hasps and Staples.
Griffin Mfg Co., Erie, Pa
McKinney Mfg. Co., Allegheny, Pa.
Hatchets.
Peck Edge Tool Co., Cohoes, N. Y.
Hay Carriers.
J. E. Porter Co., Ottawa, Ill.
Hay Carrying Tools.
F. R. Myers & Bro., Ashland, Ohio.
J. E. Porter Co., Ottawa, Ill.
Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
J. E. Porter Co., Ottawa, Ill.
Hay Fork Pulleys.
John C. Kupferle, St. Louis, Mo.
Hay Slings.
J. E. Porter Co., Ottawa, Ill.
Header Forks.
Geneva Tool Co., Geneva, O.
Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.
Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.
Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.
Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.
Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.
Horse Clipping Machine
American Shearer Mfg. Co., Nashua, N. H.
Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Neponset, Boston Mass.
Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.
Hose Pipe.
F. R. Myers & Bro., Ashland, Ohio.
Hose, Rubber.
F. R. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.
Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Ice Chisels.
John Chatillon & Sons, New York.
Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Specialty Mfg. Co. Indianapolis, Ind,
Ice Creepers.
Edwin B. Stimpson & Son, New York
Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W H. Anderson & Sons, Inc., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wm. T. Wood & Co., Arlington Mass.
Incubators.
Reliable Incubator & Brooder Co., Quincy, Ill.
Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.
Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.
Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Stewart Iron Works Co., Cincinnati, Ohio.
Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
Stewart Iron Works Co., Cincinnati, Ohio.
Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.
Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.
"Japalac."
Glidden Varnish Co., Cleveland, O.
Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.
Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.
Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.
Lamps, Bicycle.
John H. Graham & Co., New York.
Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.
Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Lawn Rakes.
Geneva Tool Co., Geneva, O.
Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.
Matt. Redlinger, Freeport, Ill.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Lighting System, Gasoline.
Standard Gas Lamp Co., Chicago, Ill.

Liquid Fillers.
E. E Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co , New York and Jersey City, N. J.

Machine Knives.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
C. G. Folsom South Bend Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Specialty Mfg. Co. Indianapolis, Ind.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.

Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport. Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co , Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York.
Whittemore Bros. & Co., Boston, Mass.

Polishes, Paste.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York.
Whittemore Bros. & Co., Boston, Mass.

Postal Scales.
Pelouze Scale & Mfg. Co,, Chicago, Ill.

Post Hole Diggers.
John H. Graham & Co., New York.

Potato Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Power Pumps.
The Deming Co., Salem, Ohio.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H. H. Mayhew Co., Shelburne Falls, Mass.
The Deming Co., Salem, Ohio.

Punches, Card.
Matt. Redlinger, Freeport, Ill.

Punches, Spring.
Alfred Field & Co., New York.
Wm. Scholihorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva O.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.

Razors.
Alfred Field & Co., New York.
Joseph Rodgers & Sons, New York and Sheffield, England.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razors, Safety.
Kampfe Brothers. New York.
Gem Cutlery Co. New York.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerator Catches.
Western Brass Mfg. Works, Chicago, Ill.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifflers.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.

Riveting Machines.
F. B. Shuster Co., New Haven, Conn.

Roasters and Bakers.
The Bronson Walton Co., Cleveland, O.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co., Jersey City, N. J

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.

Rope Reels.
Udell Works, Indianapolis, Ind.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J.

Rubberhead Tips.
The Elastic Tip Co., Boston, Mass.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners.
Champion Safety Lock Co., Geneva, Ohio.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts.
Champion Safety Lock Co., Geneva, Ohio.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co , New Haven, Conn.

Sash Pulleys.
Sargent & Co., New York.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.

Saw Sets.
E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
Chas. Morrill, New York.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
Hanson Brothers, Chicago, Ills.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screen Door Pulls.
Champion Safety Lock Co , Geneva, O.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.,

Screw Drivers.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
H. H. Mayhew Co., Shelburne Falls, Mass.
Thomson Drop Forge Co., Plantsville, Ct.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New York.
The Ducharmes Co., Shelburne Falls Mass.

Screw Plates.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Screw Tips.
The Elastic Tip Co., Boston, Mass.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

Scythe Rifles.
Pike Mfg Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O.

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike Station, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H.

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Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Seals.
Schwerdtle Stamp Co., Bridgeport Conn.

Settees, Iron.
Stewart Iron Works Co., Cincinnati, Ohio.

Sewing Machines.
National Sewing Machine o. Belvidere, Ill.
New Home Sewing Machine Co., Orange, Mass., and New York City.

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike Station, N. H.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines.
American Shearer Mfg. Co., Nashua, N. H.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Sargent & Co., New York.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Ship Carpenters' Tools.
L. & I. J. White Co., Buffalo, N. Y.

Shipping Tags
American M'f'g Co., Battle Creek, Mich.

Shoe Knives.
C. J. Kimball Co., Bennington, N. H

Shoe Lasts and Stands.
Blacklock Foundry, South Pittsburg, Tenn.
John C. Kupferle, St. Louis, Mo.

Shoe Polishes.
C. L. Hauthaway & Sons, Inc., Boston, Mass.

Shoe Repair Tools.
John C. Kupferle, St. Louis, Mo.

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Sidewalk Chisels.
Geneva Tool Co., Geneva, O.
L. & I. J. White Co., Buffalo, N. Y.

Sidewalk Cleaners.
Geneva Tool Co., Geneva, O.

Sidewalk Lights.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
Luther Boardman & Son, East Haddam Conn.

Sink Cleaners.
John W. Sudlow, Brooklyn, N. Y.

Sink Strainers.
F. H. & E. B. Vrooman, Chicago, Ill.

Sinks, Cast Iron.
Blacklock Foundry, South Pittsburgh, Tenn

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
E. C. Atkins & Co., Indianapolis, Ind.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.
A. J. Phillips Co., Fenton, Mich.

Soapstone Foot Warmers.
Pike Mfg. Co., Pike Station, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike Station, N. H.

Solder.
Berger Bros. Co., Philadelphia.

Spading Forks.
Geneva Tool Co., Geneva, O.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spikes.
Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg. Co., Phila., Pa.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

Spray Pumps.
The Deming Co., Salem, Ohio.

Springs, Wire.
John Chatillon & Sons, New York.

Spring Balances.
John Chatillon & Sons, New York.

Spring Hinges.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Squares, Steel.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails.
Eagle Cooperage Works.

Stamping Dies.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Stamps, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.

Staple Pullers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Stay Rollers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
JohnH. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies.
Armstrong Mfg. Co. Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston Mass.

Steel.
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel Skeins.
Sandage Steel Skein Co., So. Bend, Ind.

Steel Letters and Figures.
Schwerdtle Stamp Co., Bridgeport, Conn.

Steel Measuring Tapes.
Keuffel & Esser, New York.
L. S. Starrett Co., Athol, Mass.

Steel Roofing.
American Steel Roofing Co., Middletown, O.

Steel Rules.
L. S. Starrett Co., Athol, Mass.

Steel Skips.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils.
Schwerdtle Stamp Co., Bridgeport, Conn.

Step Ladders.
Udell Works, Indianapolis, Ind.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Stone Hooks.
Geneva Tool Co., Geneva, O.

Stone Working Tools.
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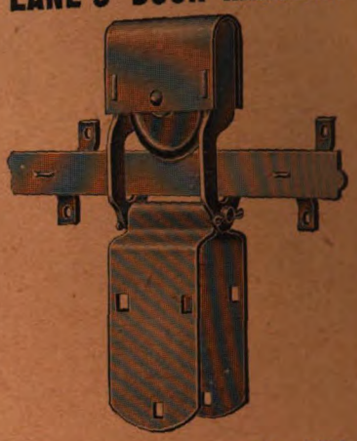


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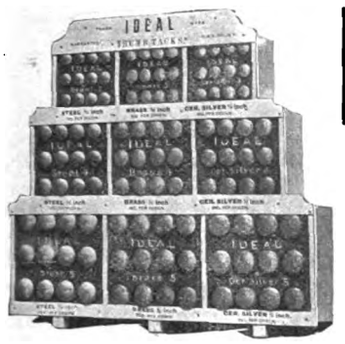
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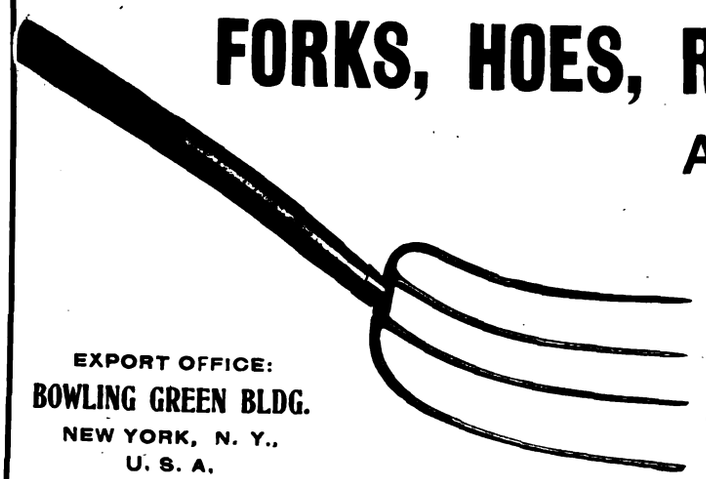
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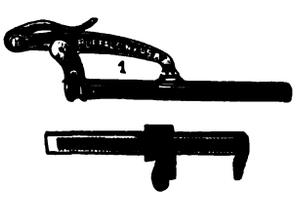
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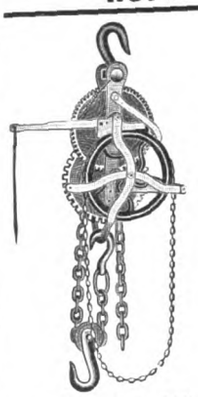
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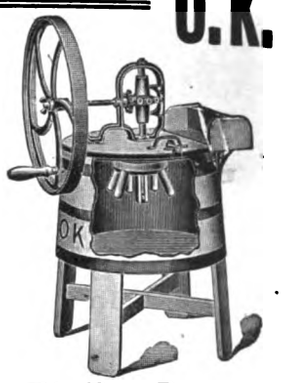
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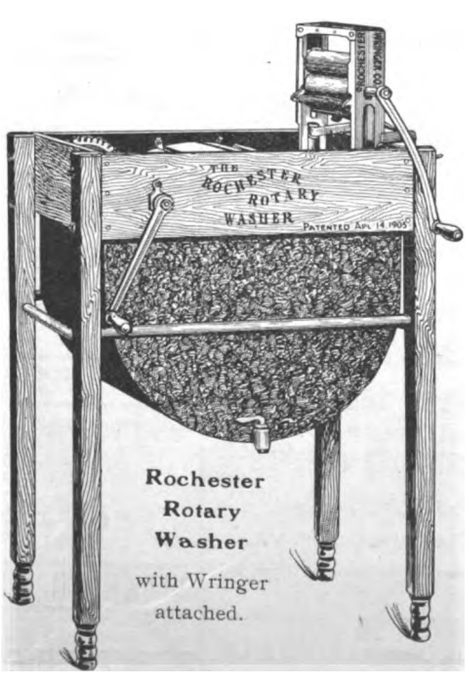
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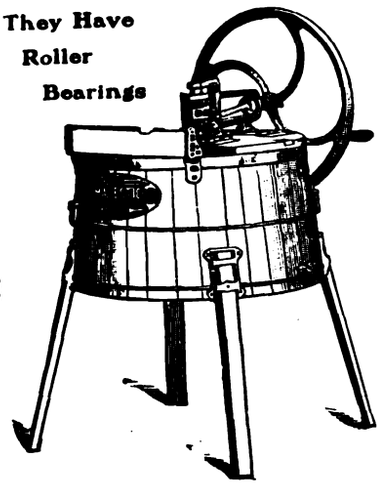
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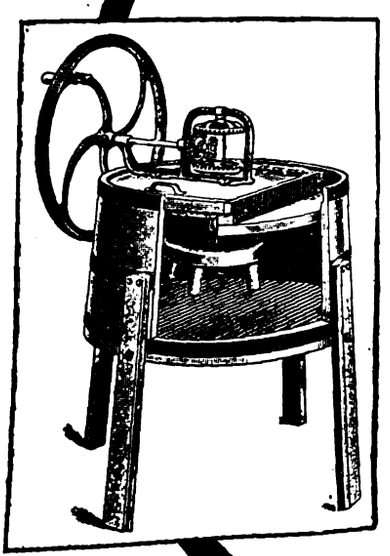
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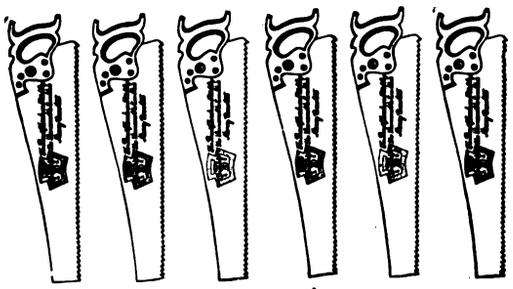
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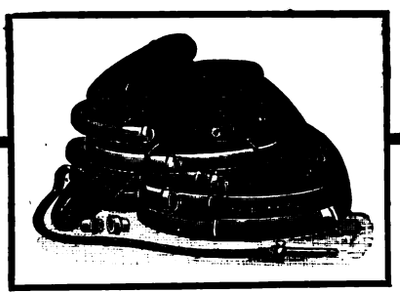
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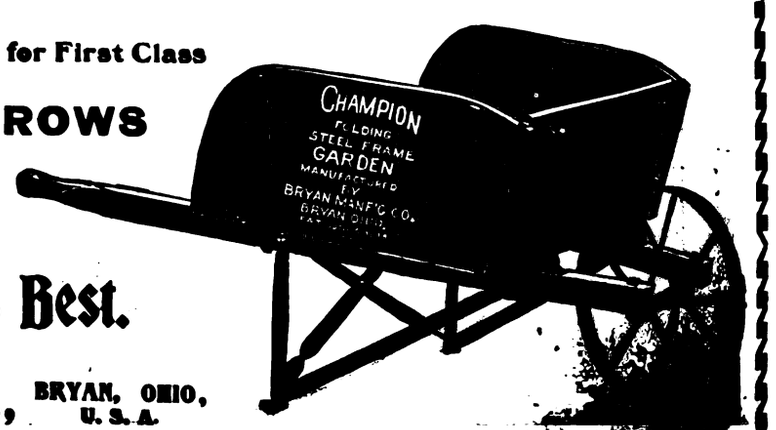
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Is that of making, selling and using none but the best tools.

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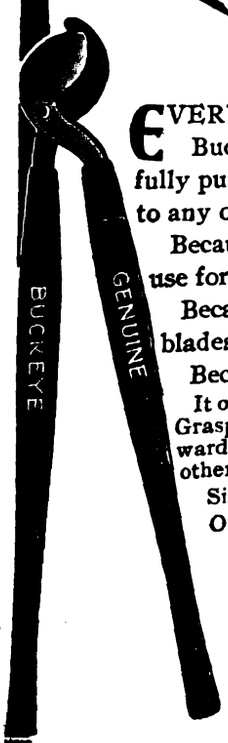
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It Stands for Best Quality

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EVERY dealer should handle the Genuine Buckeye Pruner, because he can carefully push it to his best trade, in preference to any other pruner made.

Because it has stood the test of actual use for over 30 years.

Because it is the strongest made---the blades being hand-forged.

Because no other made cuts so easily.

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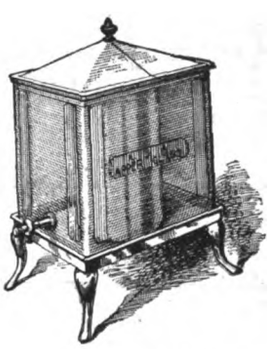
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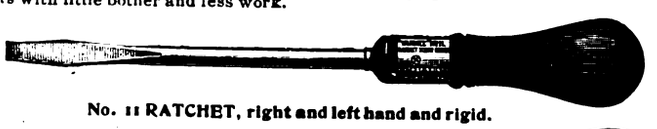
"Gem"



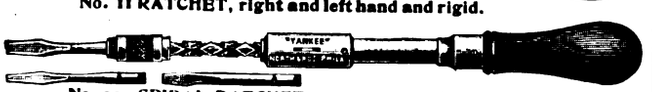
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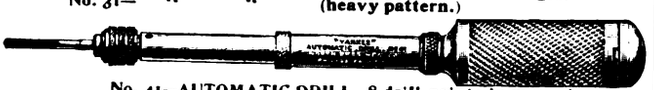
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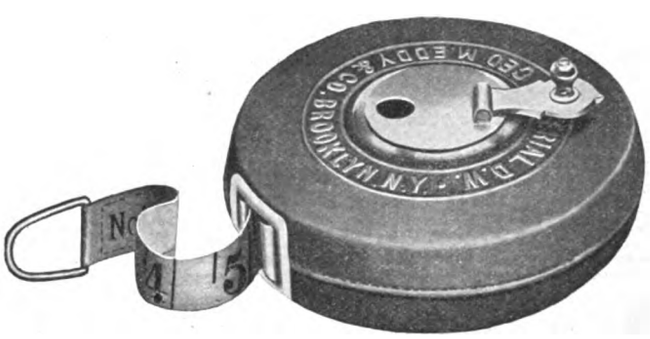
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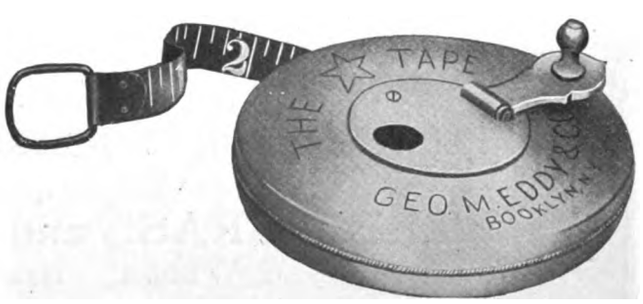
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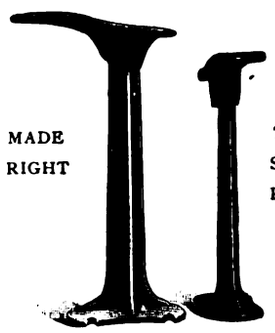
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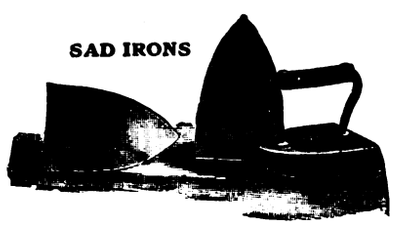
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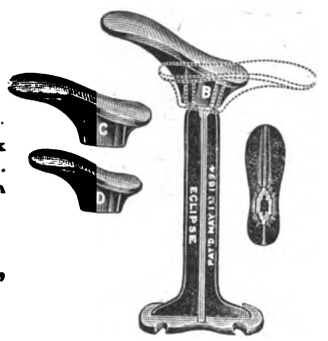
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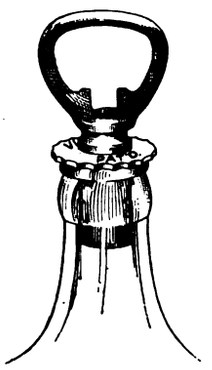
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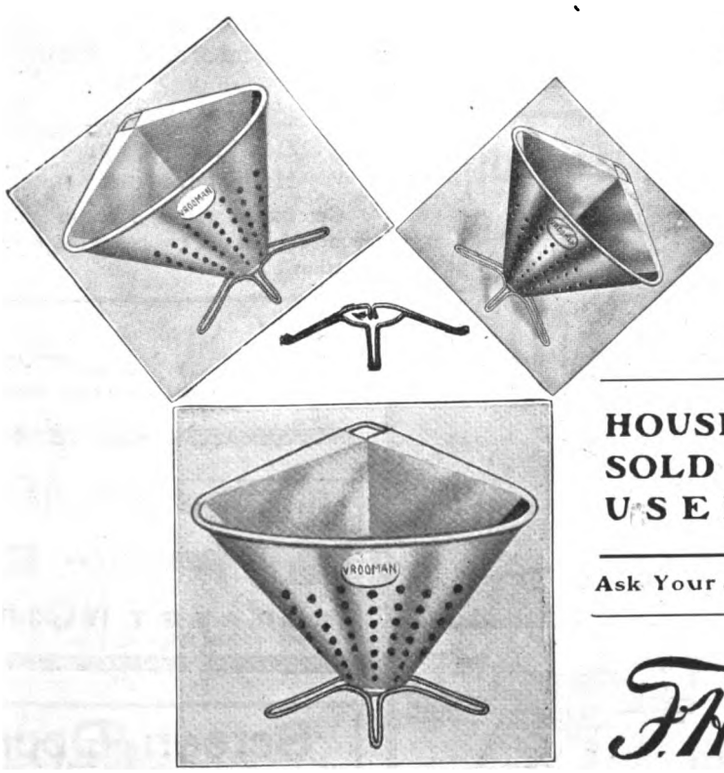
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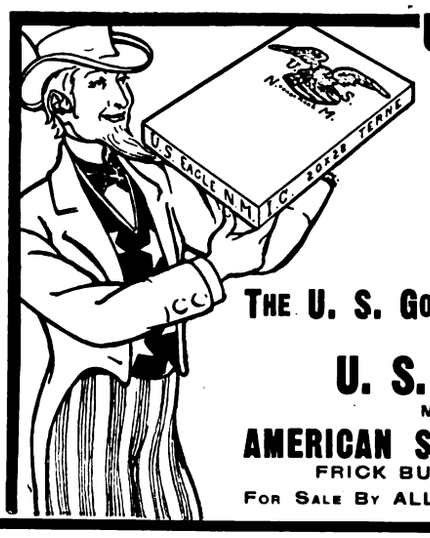
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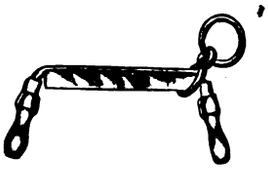
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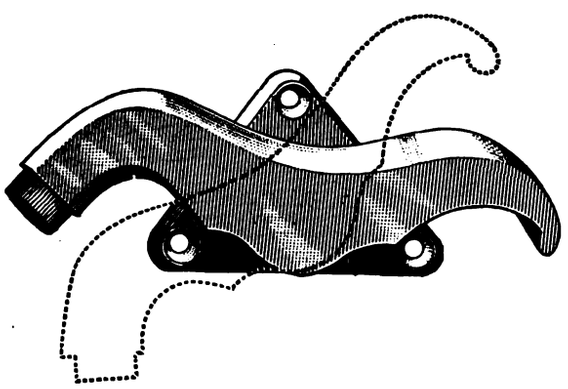
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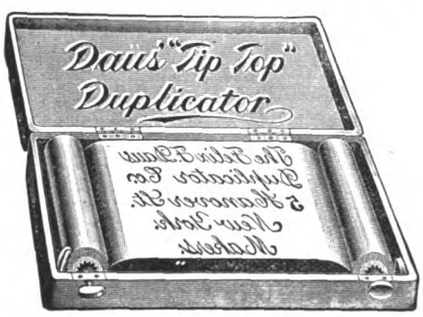
"His bright little essays in the volume are all on the subject of advertising or business hints, and business men can hardly fail to profit while being entertained by reading them. Other people will also enjoy the little book for its practical wisdom and the cheerful spirit pervading its pages."—*The Cleveland Plaindealer.*

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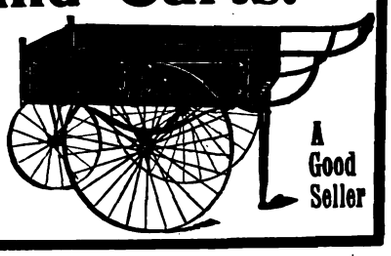
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Syracuse, N. Y., U. S. A.

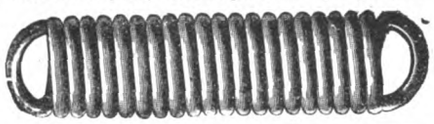


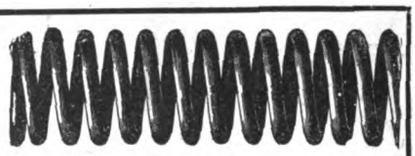
A Good Seller

BOARDMAN'S

SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.
These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales

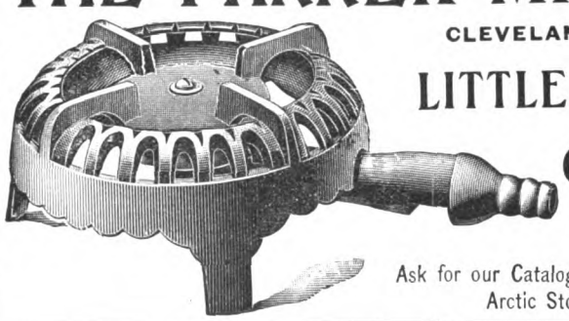




JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

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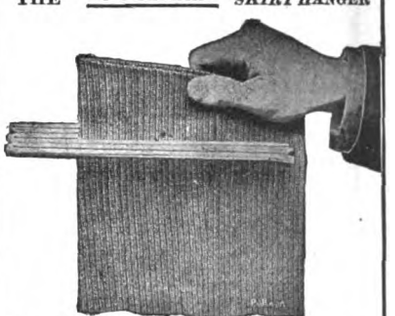
CLEVELAND, OHIO.



LITTLE GIANT
GAS STOVE.
Plain or Nickel Plated.

Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

THIS IS THE **"PULLMAN"** TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y

"ENTERPRISE"

PATENTED HARDWARE SPECIALTIES

RAPID GRINDING AND PULVERIZING MILLS



No. 00, $1.25



No. 0, $1.50



No. 3, $5.50

Bone, Shell and Corn Mill



No. 750, $8.50

45 Sizes and Styles for Hand, Steam and Electric Power

Meat Juice Extractor



No. 21, $2.50

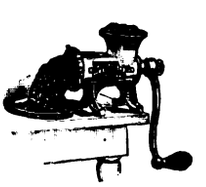
MEAT AND FOOD CHOPPERS



No. 2, $1.50



No. 5, $2 00



No. 12, $2.75

30 Sizes and Styles for Hand, Steam and Electric Power

Send for Illustrated Catalogue describing many other Useful Articles **Order from your Jobber**

N. Y. Branch
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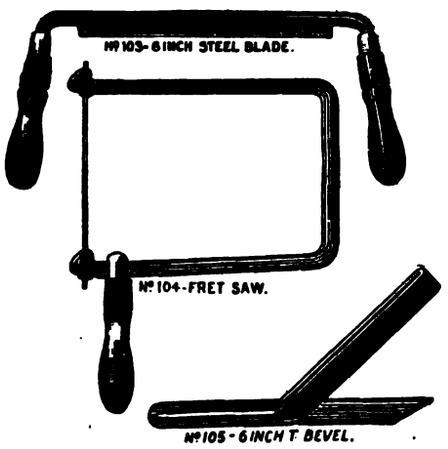
The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

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Large Bills

for Small Tools, may be cut down considerably without losing anything in the quality of the goods, by placing



your order with the right people.

We believe we have just what you want in the line of high grade tools at a low price—10 cents each.

Oozer Mfg. Co.

136 Railroad Avenue, JERSEY CITY, N. J.

W

UNSURPASSED

In tensile strength, elongation and elastic limit is the enviable record enjoyed by . . . . .

THE NEW PUTNAM HORSE NAIL

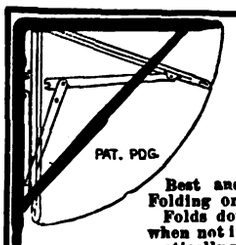
¶ It has stood the highest test. Will not crimp, break, sliver nor cut off. . . . . .

¶ It will hold in the clinch; is easily driven. . . . . .

¶ Samples on request. We have a special offer to Hardwaremen. . . . . .

PUTNAM NAIL CO.,

NEPONSET, BOSTON, MASS., U. S. A.



GRIFFIN'S FOLDING BRACKET

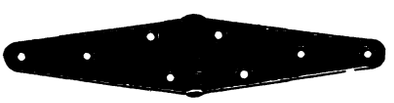
Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.

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PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.

Erie, Pennsylvania.

Improved Natural Stone

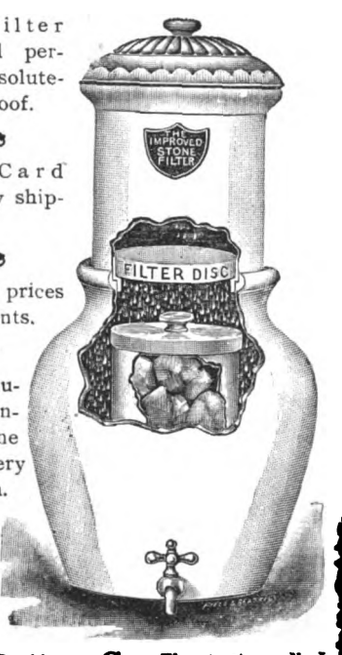
Germ Proof Water Filters

Every Filter guaranteed perfect and absolutely germ-proof.

Display Card with every shipment.

Send for prices and discounts.

We manufacture Sanitary Stone ware of every description.



Fulper Pottery Co. Flemington, N. J

THE U.S. REMOVABLE STEEL POST SCALE USED EVERYWHERE IN THE HOME, OFFICE & STORE

Are You to Meet the Demand for the Most Accurate Lasting Scale? If Not Prepared Ask Your Jobber or Write Us.

HANSON BROS.,

SCALE MANUFACTURERS,

20 W. RANDOLPH ST., CHICAGO, ILL.

ELEVATORS & DUMB WAITERS

We make a specialty of manufacturing them. Also appliances for same.

O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.

KNIVES.

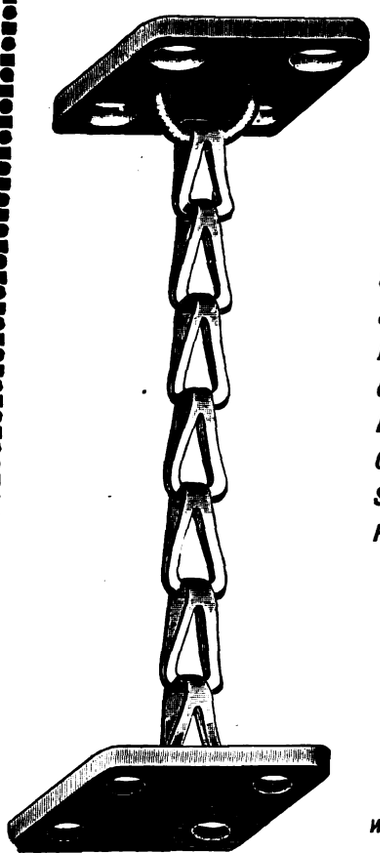


Shoe, Butcher and Kitchen Cutlery, Carpenters' Drawing Knives, Screw Drivers, etc.

Send for Illustrated Catalogue of Full Line.

C. J. KIMBALL CO. BENNINGTON, N. H. U. S. A.

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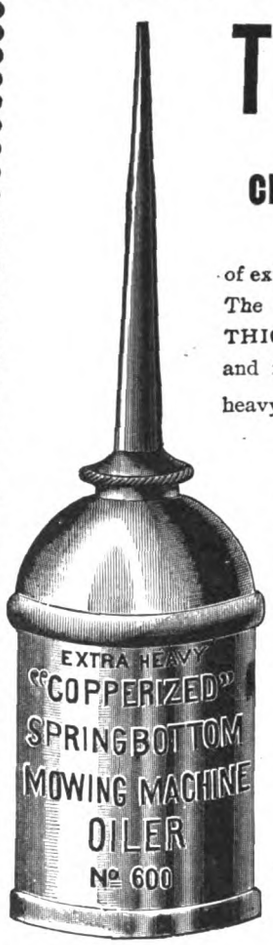
TRANSOM CHAINS.

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JACK CHAINS.
PLUMBERS' CHAIN.
CABLE CHAINS.
BELT PUNCHES.
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SASH FIXTURES.
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CYCLE SUNDRIES.

Write for Catalogue to

THE SMITH & EGGE MFG. CO.,
BRIDGEPORT, CONN.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

STARRETT TOOLS

are preferred — demanded — by mechanics, especially by the best ones.

That's one reason why they should be regularly carried in stock by dealers, especially the best ones.

That's one reason why they have been selling them for years.

Our care and skill and progressiveness make business good for the dealer.

Do YOU sell Starrett Tools?

Ask for Catalogue No. 17 T.

THE L. S. STARRETT CO.,
ATHOL, MASS., U. S. A.



WE SELL TO THE
JOBBING TR
ONL

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HARDWARE

The Champion Steel Range Company, Cleveland, Ohio, are sending out a very handsome calendar covering the remainder of 1904 and the whole of 1905. The back, which is of heavy gray board, is ornamented by a fine half-tone of a very aggressive young football player, indicative, no doubt, of the hustling business methods of this firm. With the calendar is mailed a 16-page booklet containing illustrations of this season's lines of ranges made by this firm, together with much valuable information for the salesman, and a printed postal card to be used when asking for prices.

Some business men see impossible monsters and obstacles at every step, others a Golconda in every enterprise. Nothing will be accomplished by the impractical man of either sort because his vision is not clear; and of the two men, the sanguine has the better chance because of his enthusiasm, his bouyancy.

STOWELL MFG. & FOUNDRY COMPANY, South Milwaukee, Wis., has prepared a series of attractive exhibits for some of the State fairs which will be held during the next few weeks. The exhibits comprise a complete line of hay tools, ajax barn and acme parlor door hangers and side wall and floor registers. M. J. Evans will represent the company at the Illinois State fair, and also at the Milwaukee fair. John J. Dalton will look after the exhibits at the Minneapolis fair at Hambline and the Des Moines, Iowa, fair. James H. Dosser will be at the Indianapolis, Ind., fair, and also at the Ohio State fair at Columbus. W. L. Bigelow will represent the company at the Michigan State fair at Pontiac, and also at the Western Michigan fair at Grand Rapids.

Did you ever join a club or a lodge and become "Hail Fellow" with all the other members on the occasion of your first visit—or your second one? Didn't it require quite a number of visits before you reached the "Hello, John," stage? And still some merchants—and manufacturers—will put a quarter page ad. in their local newspaper, or trade journal, and then raise Cain because they don't get orders in carload bunches within a week after the first insertion. Getting into society and advertising are very similar propositions;—in both cases results depend on persistence and personality.

George Dyer says: "Men grow old and tired, but a business may always be kept young. An old business is an unpleasant sight because we cannot feel respect or consideration for its inferiority. Advertising is the perennial fountain of perpetual youth. Loss of aggressiveness and courage is a sign of old age in business, as are pessimism and conservatism."

FARWELL, OZMUN, KIRK & Co., St. Paul, Minn., issue a little pamphlet in which attention is called to their "Retail Dealers' selling Price List," which is used in connection with their General Hardware catalogue published a few months since. This price list is intended to assist merchants in the sale of goods which they do not carry regularly in stock. The pamphlet contains numerous letters from well-known Hardware merchants in which they endorse the Retail Dealers' Selling Price List.

THOMAS O'BRIEN, who was formerly with the Crawford Bicycle Company, and also for a number of years one of the traveling representatives of Schoverling, Daly & Gales, will in the future represent the Hopkins & Allen Arms Company, Norwich, Conn., on the road. His numerous friends will, doubtlesss, be pleased to know that he is again in the Fire Arms line.

On the first day of September, this year, F. E. Kohler & Company, of Canton, Ohio, start on their twenty-sixth year in business. During all this time, there has been no change of partners and the firm has established a reputation much to be envied, being now looked upon as leaders in the lines represented in their catalogue, which covers a line of post hole diggers and other similar tools, curry combs, and an excellent line of Hardware specialties.

The government of Algiers contemplates giving subsidies to Algerian farmers for the purchase of plows of modern construction. The governor-general of that French African Province has publicly called the attention of the natives to the advantages to be derived from using modern plows instead of the antiquated implements now in vogue there.

NEW YORK TRADING STAMP LAW UNCONSTITUTIONAL.

Supreme Court Justice Edwin A. Nash of the Seventh Judicial District, New York, has declared unconstitutional the law passed by the New York State Legislature at its last session regulating the issue of trading stamps and attaching a penalty for violating the act. In rendering an opinion the Justice declared that it is the settled law of this State that it is not within the power of the Legislature to suppress or regulate the issue or sale of trading stamps. The opinion was rendered in the case of Edward Appel, a cigar dealer who was arrested for selling a cigar and a package of tobacco, accompanied by tobacco coupons which did not have a redeemable cash value printed upon their face as required by the Trading Stamp law.

WISCONSIN HARDWARE INSURANCE.

At the recent combined meeting of the directors of the Hardware Insurance Co. and the executive members of the State Association held at Green Bay, the reports of committees and of the secretary were most encouraging. The Hardware dealers of the State are taking most enthusiastically to the insurance feature and the membership of the association is steadily increasing. The Republican House in Milwaukee was selected as the place of meeting for the next annual in February next.

It was also decided that all new members now coming into the association should, for their annual dues, have a receipt in full until February, 1906. The secretary was asked to represent the association at the Michigan meeting August 10 and 11, and expects to do so.

The insurance company has written, or has applications to write $323,000.00 of insurance, which appeared to be very satisfactory for four months work. There was a full attendance of both bodies and a program for the next annual meeting prepared that we think will be attractive and profitable.

C. A. PECK, *Secretary.*

A BEAUTIFUL CALENDAR.

"The Decisive Moment" is the title of the 1904-5 Calendar now being sent out by The Osborne Company, 31 Union Square, New York. This is one of the best examples from the brush of C. Allen Gilbert, one of the cleverest and most successful of the younger school of American artists. It is reproduced by this company's color-type process, directly from the original, which was one of over seven hundred submitted in the Osborne Company's $3,500 prize competition, and one of the twenty submitted for the vote on the popular prize of $1,000. This firm is recognized as the leader in the manufacture of calendars, and it is said that no other concern has ever reproduced such high class and valuable originals or so many of them, or presented so many new and original ideas. Copies of "The Decisive Moment" will be sent on receipt of 25 cents to cover cost of mailing.

A NOTE OF ENCOURAGEMENT.

The editor of *Hardware Hints* is very optimistic concerning Fall trade. He says: "Business men are advised to be prepared to be surprised with the volume of Fall trade. Advices received by a commercial agency, from centers of the country, indicate that apart from the usual Summer dullness, there is evidence of a better Fall trade than merchants have been planning for. A little dullness is expected at this time of year, and yet it is said that some industries report a demand for their products that outstrips their preparations to supply it. This is where many make a mistake, in not being abundantly able to care for business when it knocks at the door. There is every indication that the revival will be in evidence in a very gratifying way. The crop situation is cheering and presidential candidates having been selected, the worst of that bugaboo is over. Reports from the West and Northwest are more favorable as to crop conditions than a week ago. We repeat, get ready for it and get ready now."

NITROGLYCERIN.

Nitroglycerin, the strongest practical explosive known, was discovered by an Italian chemist, Sobrero by name, in 1846. As nitroglycerin is not safe to handle it is usually used in dynamite, which is prepared by kneading together 25 per cent. of infusorial earth and 75 per cent. of nitroglycerin until it assumes a putty-like condition resembling moist brown sugar. Nitroglycerin, if placed on the wrist or tongue, has the peculiar effect of producing a violent headache. It has a sweet, aromatic, rather pleasant taste, but cannot be classed as particularly healthful food.

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HARDWARE

VOL. XXVIII. AUGUST 25, 1904. NO. 10.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post-office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

HARDWARE PUBLISHING CO.,

309 Broadway New York.

TELEPHONE, 2704 FRANKLIN

CHICAGO OFFICE: 1164 Monadnock Block
Telephone: 2945 Harrison
C. H. GREENE, Representative

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. EUGENE BOLLES, - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review

Vacations have now about let up and soon everybody will be at their desks, and with renewed energy, from the strain of continuous hard work being gone they will be ready for the fray. There will be a resumption of business on every hand that will meet with approval from all concerned, as it will all have its bearings on Fall Trade. The feeling among the retailers seems to be of a more hopeful character.

There will be found a great degree of strength in present prices, even advances being strictly held to, will prevail when buyers are on the market making arrangements for Fall. Combinations are endeavoring to obtain a fair margin of profit on their wares, while existing conditions of light stocks and the presidential elections, ought to stimulate orders which will prove to be of that desirable fullness and completeness, which the ease of the money market would naturally expect and demand.

The labor market in too many cities which at present presents the appearance of work enough on hand to promise peace for months to come, is held by agitators in a state of turmoil that bodes no good for the future. Eventually there must be a reorganization on some solid ground that will put ordinary disputes in the way of a permanent settlement.

The crops are reported in every direction to be in excellent condition, with the exception of the wheat crop, cotton and corn crops being phenominal, and the dealers are looking forward to an excellent Fall trade in consequence. The wheat crop, about which a speculative condition is created, is touched with rust which will lesson its quantity and cause the harvest to be anything but promising.

The recent decline in the price of wire products is the result of excessive competition and warranted a change not quite so radical from a dealer's standpoint. The result will be, changes will be expected to run through a list of leading articles in the Hardware line, which certainly the trade will never see. Failing to get them they will constantly expect them and purchase accordingly. The orders meanwhile being limited in their nature, but frequent. Many manufacturers anticipated advancing prices on their products if conditions held out and they will feel a sense of disappointment over the adverse conditions that will prevent it. Collections are reported as being up to standard for the season of the year. The travellers on the road are sending home the usual string of orders, which cover a wide range, but are not large in quantities. The prospects are, there will be a heavy trade late, and the general result will be a satisfactory one.

MAIL ORDER TROUBLES.

So much has been said and written about the enormous profits in the Mail Order business that an article which appeared in a recent issue of a Mail Order publication comes as a distinct surprise. It states that a year ago there were in Kansas City eight mail order houses dealing in general merchandise, and that less than half of that number are still in business, and, "with possibly one exception, it is doubtful if any of these are making money." The article goes on to say that in St. Louis and Chicago, with a few exceptions, the case is the same. The reason for the trouble given is that there are so many firms handling the same lines of goods and working the same territory that the business is becoming overcrowded, and, "moreover, they are forcing the country merchants to keep larger and better stocks to hold their trade, and the public have learned, or is learning, that they can procure the ordinary lines of goods from their local dealers, and, furthermore, some of the retail stores are themselves making a bid for mail order trade, harping on quicker service and shorter express hauls."

This should act as a note of encouragement to those pessimistic individuals who imagine that in the near future the retail dealer will be put out of business entirely by mail order houses. We do not mean to suggest that the fight is over, not by any means; but the article mentioned above, printed as it was in a publication devoted to the interests of the mail order business, certainly indicates that life for the mail order man is not one continual round of pleasure and profit, and that persistence in a skillful, well directed fight and a continued exhibition of energy on the part of the retail dealer and improvement in his stock, will, in time, have the effect of bringing the mail order house up into the line of fair and sensible competition, or put it out entirely.

TRADING STAMPS.

A contributor to *Advertising World* advances a very sensible argument against the use of Trading Stamps. He says:

> In its strictest sense, the giving of trading stamps is, to thinkers in economy, an economical sin. There are many who give trading stamps who readily acquiesce in that assertion. Trading stamps seem to be a sort of parasite, living upon the proceeds of another's business, but adding nothing of value to any business that it doesn't take from the business of others. Some even go further and say that trading stamps *cannot* add value, and that their parasitical function is complete.
>
> Certain it is that if a merchant believes he must have a certain percentage of margin for profit and expenses, and his trading stamp cost is an item to be reckoned in, he is positively not getting the margin which he believed he must secure, when he bagan business. He can't have money and the cake. He can't have his profit and yet pay out more than he calculated upon doing.
>
> If he had a good business, began giving trading stamps, and gave them to all comers, the cost of those stamps must be great, and he must pay out a considerable percentage for them. The contention is that trading stamps cost so little for new trade. Perhaps that is true, and if a merchant only had to give them upon the new trade which they are supposed to bring, then there would be good reason, perhaps, for giving them. But when he

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must give them—as he needs must—to old as well as new trade, then the cost runs up immensely, and the percentage is sufficient to knock a big hole in his week's money. Pretty expensive advertising, that.

Time was when they cost five per cent. on sales; now they cost all sorts of prices. Suppose a merchant increased his business a fourth, by using trading stamps, and then had to give them on the remaining portion of his business, what percentage does it take to do it?

Co-operation among merchants is all that is necessary to completely eradicate the trading stamp evil. Co-operation for any object is not easily brought about in some communities, but it would seem that any business man could become convinced that the giving of trading stamps is an unwise policy and that he would consent to join his neighbor merchants in driving out the evil. Retail dealers are everywhere joining hands in the mail order fight, it is difficult, therefore, to see why they should refuse to unite in this case.

THE MERCHANT AND THE TRADE PAPER.

Trade papers have for many years played an important part in the development of American business, and every year finds them more widely read than ever before. This is as it should be, only it is to be hoped that men in all lines of business will realize the possibilities to be derived from the careful reading of literature of this kind, and that they will give it the attention and support it so richly merits. When one considers what an immense amount of good trade papers have done, it is only surprising that so very few business men, comparatively, avail themselves of the many advantages and privileges placed at their disposal so generously and at such a reasonable price. While there are, of course, and always will be, papers of little or no value, there are, on the other hand, a number which are really good and helpful.

As a matter of fact, no business man can really afford to be without several good trade papers. It would, indeed, be well for him to subscribe for at least half a dozen just as soon as he can afford to do so, for then he will learn to discriminate between those which are good and those which are not, and the money which he spends thereafter for the purpose of keeping in touch with the methods and doings of those in other as well as in similar lines will be more likely to be invested wisely.

One cannot, however, acquire wisdom or knowledge by simply enclosing a check for the amount of the subscription. If this were the case, all men would quickly find themselves on an equal footing, business would be a continual joy, and trade papers would in very short order be nothing more nor less than insurers of business success at premiums ridiculously low. Which, interpreted, means that trade papers point the way, if one will only devote a small part of his time to reading them.

Few men are so busy that they have no time to read trade papers. The evenings at home cannot be spent to better advantage by him who wishes to achieve the greatest possible success, than in reading one or more in an understanding way. Right here comes the rub—in an understanding way. And it is because a great many men do not know how to read a trade paper, that they do not read them at all. They look for something which will fit their particular case, and if it does not immediately appear, they come to the conclusion that the paper is not worth while, and lay it down, to their own direct loss.

Now, the right way to read a trade paper or any other kind of paper, for that matter, is to place one's self in a state of mind which may be termed both perceptive and receptive. By doing so, one will perceive that which is of value and store it away where it may readily be found when wanted, instead of reading the articles as if they were just so much reading matter which must be read somehow or other. Then, that which may be read between the lines, so to speak, is often of much greater value than that which is printed, and the reader should always be on the alert to see and feel such things. Because an article is supposed to interest, primarily, retailers, is that any reason why a mail order man should not read it? Hardly, for it may contain a suggestion worth dollars upon dollars to him. To offset this, it frequently happens that retailers can learn much from what was intended in the first place, for mail order men.

So it is in all lines. Everywhere pointers abound. One need only train his powers of discrimination and all the wealth of thought from far and near is at one's service at a nominal price. And this wealth of information cannot possibly be otherwise than of decided benefit, properly used.—*Printers Ink.*

✤

Some people are foolish enough to imagine that they can improve upon nature, but that is laughable. If the Master Architect had had to wait for the men of science to tell him how to build the universe he would not have even the foundations started by this time.

THE HARDWARE TRADE IN THE NORTHWEST.

(*From our Regular Correspondent.*)

Summer trade has been a little more quiet than usual through the northwest, and fall business is not starting as early as it did last year. The lateness of the spring and the uncertainty of the crops in northern Minnesota and North Dakota are put forth as reasons for the excessive summer dullness. In speaking of trade conditions one of the large Hardware jobbers of Minneapolis said, "Yes, local business in Hardware is somewhat quiet, and orders from the country are not coming in as rapidly as we would like. The truth is that most dealers have been pretty well stocked, are carrying larger and heavier stocks than in former years, and when a little quiet times comes these dealers are pretty sure to make efforts to reduce stocks rather than to put in new lines or add to those carried. This will have a good effect on the trade in a short time. Stocks will be reduced, prices will come down some, and then, just as it has been in the past, it will seem that everybody, in all parts of the country, will want Hardware; and there will be just the same result as there always has been—*i.e.*, prices will advance, and those merchants—whatever jobbers or retailers who have kept stocks up, will be ones who will make the money."

In spite of the reported dullness in the Hardware trade up here it is a fact that the Twin City jobbers seem to be doing more business than ever before. This is especially true of the growing concern of Nelson, Bouquet, Holliday Hardware Co., of Minneapolis. The business of this concern has grown wonderfully during the past few years, and the firm last year moved into larger quarters, which now is hardlyl big enough to accommodate their growing business. Mr. Nelson, the senior member of the concern, is a practical, up-to-date Hardware man, as is also Ed. Bouquet. The credit end of the business is in the able hands of Mr. Holliday, who has had long training and experience in this line, and when necessity demands, is able to sell as big a bill of Hardware as any of the best drummers.

Heavy Hardware, iron and steel is the principal business of the Minneapolis Iron Stove Co. A large line of wagon, carriage and sleigh stock is also carried, and the trade in these goods extends throughout the northwest.

G. P. Derickson & Co., of Minneapolis, carry a very complete line of builders' cabinet Hardware, and devote their attention almost exclusively to this department of the trade, doing a wholesale business only.

One of the largest retail Hardware stores, and certainly the best arranged and most attractive in the northwest, is that of W. K. Morison & Co., of Minneapolis. Mr. Morison is no stranger to Hardware—his terse and accurate reports of business conditions in the northwest being familiar to all your readers. Mr. Morison is active and energetic and puts vim and life into his business—to such an extent that he has now the probably largest retail trade and certainly the finest retail store in the northwest. A strong believer in advertising, Mr. Morison lets the people know what he has to sell, and the price at which he will sell it—and the people of Minneapolis come to his store for Hardware. In addition to the retail business quite a local jobbing business is carried on. Mr. Morison said that he had no fault to find with his business—that trade was good. He is that kind of merchant who makes business.

The wholesale concern of Janney, Semple, Hill & Co. carry everything the retail Hardware merchant ought to sell and cover a large territory through the Northwestern States.

A well arranged and roomy store is that of the Gardner Hardware Co., who carry a complete line of builders and cabinet Hardware, and do a large business in bicycles as well.

Another Minneapolis retail concern having a well fitted store is the Warner Hardware Co., who were recently displaying a very atractive line of fine tools. In this line and cutlery the Warner Hardware Co. do a very nice trade.

St. Paul always has been spoken of as the great jobbing centre of the northwest. Here is located the big Hardware house of Farwell, Ozmun, Kirk & Co., who have recently made a departure in Hardware catalogues by issuing a price list giving the retail Hardware man the price at which any given article in Hardware can be sold. The scheme on the part of Farwell, Ozmun, Kirk & Co. will give the retailer a chance to get some of the business on higher priced goods, and slow selling articles which he could not afford to carry in stock—and which trade has oftentimes gone to the catalogue house—because the retailer had no way to make a price when his customer asked about the article, and by the time the dealer could write for the price, the consumer had ordered from catalogue house direct. This new departure of Farwell, Ozmun, Kirk & Co. ought to bring a lot of mail order business.

Here also in St. Paul is located Hackett, Walther, Gates Hard-

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ware Co., who are successors to that old-established concern—the Hackett Hardware Co.

Dealing exclusively in heavy Hardware and blacksmith and wagon builders supplies, Nichols, Dean & Gregg have built up a large, strong business. Mr. Gregg, who was recently admitted into the firm, is a practical man, having worked up through all departments of the business.

Although not dealing directly in Hardware, W. R. Burkhard & Co. are closely allied to the Hardware business—being manufacturers and jobbers of sporting goods and selling much in this line to the Hardware man. This concern reported the trade in sporting goods as constantly growing—Mr. Burkhard said: "Each year there are more men who take a vacation by going fishing or hunting—and each year the demand for sportsmen's supplies increases."

Doing both a retail and jobbing business, Adam Decker & Co., of St. Paul, carry a good stock of general and shelf Hardware. The wholesale trade is confined to local business, being mostly done in the smaller towns near the Twin cities.

There is a story told showing the energy of A. M. Marshall, president of the Marshall-Wells Hardware Co., of Duluth. Not many years ago, when the concern was just beginning to feel the growing strength of youth, Mr. Marshall was showing a friend the firm's territory. It then covered Minnesota and the Dakotas. With a sweep of his hand Mr. Marshall said: "And this will all be ours," pointing from Hudson's Bay to the Gulf of Mexico, from the great Lakes to the Pacific Ocean. After making some headway in Canada a branch house was established in Winnepeg. Then the coast trade was pushed and finally to better hold this far western trade a modern warehouse has been built in Portland. The trade are asking where next will the Marshall-Wells Hardware Co. establish a branch. Mr. Marshall is demonstrating that the territory named would be his. A very neat and up-to-date monthly—*The Zenith*—is issued by this concern. Claude H. Hare is the editor and has shown his ability as a magazine maker.



STORE OF HUBERT HARRINGTON, FARGO.

An attractive retail store of Duluth is that of the Kelly Hardware Co. The store is large—and having good windows, which are well used to display goods.

The Kelly-Howe-Thompson Hardware Co., of Duluth, are now doing an exclusively wholesale business and are constantly adding new departments. A very complete and up-to-date loose leaf general catalogue has recently been issued and is bringing in no small amount of mail orders. Mr. Howe reported business as in a very satisfactory condition and said that the outlook was good for fall and winter trade.

Over in Fargo, N. D., the Hall-Robertson Hardware Co. have recently moved into their new and up-to-date warehouse. This building being erected especially for the business is most convenient and splendidly arranged for the rapid handling of Hardware orders. The Hall-Robertson Hardware Co. are wholesale exclusively and have recently issued a new 1,200-page catalogue, the firm's trade being largely in a farm and ranching country, an especially strong line of farming tools is carried.

The retail business of Fargo is largely looked out for by Hubert Harrington, whose store is a model in neatness and arrangement. Some Eastern Hardware men might look at Fargo as the jumping-off place, and it may surprise them to know that here in a small western city is to be found a Hardware store that would be equalled by few in our eastern cities. The photograph does not do justice to Mr. Harrington's store.

The lower Hardware store is that of the Fargo Hardware Co., which is well stocked with general Hardware. A good line of farm and garden tools is carried.

Fargo is in the midst of the wheat country and the dealers there are pleased with the outlook. "Crop is fair and prices are big, and that will bring a lot of money our way, and that is what we need" was the way one of the Hardware men put it.

Hammernail.

THE "ELK" WASHING MACHINE UNDER INJUNCTION.

The H. F. Brammer Mfg. Co. have shown us a printed copy of the decree entered in the United States Circuit Court for the District of Nebraska, in their suit against the International Manufacturing Company of Omaha, for patent infringement showing that the "Elk" machine which they have been putting on the market is under injunction. They are mailing the accompanying letter and copy of decree to dealers in general, but it is possible that some may be overlooked, and as it no doubt will be of interest to know of this, they suggest that we mention the matter in Hardware:

> Gentlemen: We enclose herewith for your information a printed copy of the decree entered in the United States Circuit Court for the District of Nebraska in our suit against the International Manufacturing Company of Omaha, for patent infringement by which you will see that the "Elk" machine which they have been putting on the market is under injunction. If you have been handling this machine in the past we herewith caution you against doing so in the future, or disposing of any such machines that you may have in stock, and your neglect to observe this notice will require us to enforce our legal rights against you. We wish to call your attention to our O. K. Washing Machine, which has been on the market since 1898, guaranteed in every particular, and is handled by the leading Hardware jobbers. Enclosed please find booklet describing the O. K.
>
> Yours truly,
>
> H. F. Brammer Mfg. Co.
> *Per* H. G. Braunlich, *Mgr.*

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED AUGUST 9, 1904.

367,843. Pruning Shears. George R. Pierce, Knoxville, Tenn.
367,881. Lifting Jack. John B. Winn, Watertown, Dak.
367,928. Folding Hoop for Landing Nets. James Reed, Cambridge, Mass.
367,973. Wagon Jack. Nathan L. Hakes, Granon, N. Y.
367,998. Door Hanger. Joseph L. Parks, Toledo, Ohio.
368,003. Spokeshave James H. Polhemus, Brooklyn, N. Y.
368,072. Stove Cover and Lifter. Francis M. Collins, Troy, N. Y.
368,092. Vegetable Slicer. Melbourne L. Keach, Waterville, Conn.

PATENTS ISSUED AUGUST 9, 1904.

766,827. Glass Cutter. H. F. Hughes, New York, N. Y.
766,933. Garden Tool. N. W. Coon, Alba, Mich.
766,934. Tool Rack. J. W. Danhour, Huey, Ill.
766,939. Monkey Wrench. J. Doyle, Cononsburg, Pa.
766,944. Ax Head. W. Hatcher, Ruleville, Miss.
766,959. Facing for Heads of Fishing Reel Frames or Spools A. F. Meisselbach and W. Meisselbach, Jr., Newark, N. J.
767,001. Door Holder. C. A. Mann, Buffalo, N. Y.
767,053. Fly Catching Device. H. Haner, Cleveland, Ohio.
767,257. Step Ladder. G. L. Banks, Santa Ana, Cal.
767,295. Combined Door Spring and Check.. *J. L. Larimer*, Chicago, Ill.

PATENTS ISSUED AUG. 16, 1904.

767,386. Potato Slicer. C. Canclini, Sonora, Cal.
767,433. Window Screen. H. W. Peightal, Denver, Col.
767,441. Fly Excluding Attachment for Screen Doors. J. M. Robinson, Hastings, Neb.
767,450. Valve Mechanism for Basin Outlets. A. A. Soderlund, Somerville, Mass.
767,630. Carpet Renovator. M. H. Collom, Denver, Col.
767,641. Saw Holder. T. D. Gayle, Council Bluffs, Iowa.
767,650. Device for Cleaning Windows. C. Levy, New York, N. Y.
767,696. Stopping Machine. O. Kampfe, New York, N. Y.

(*Continued on page* 39)

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RECENT TRADE PUBLICATIONS.

The Savage Arms Company, Utica, N. Y., are the authors of an attractive envelope-size catalogue devoted to the exploitation of all recent additions to their line of the Savage Hammerless Rifles. A glance through their catalogue convinces one that Savage rifles are different from those of other makes. Their outward appearance is similar to other rifles, but the Company claim that it is not in outward appearance they excel—it is in quality and mechanical excellence. Besides being entirely safe and accurate shooters, each arm is beautifully finished, and sold under an honest guarantee. The company request sportsmen who do not own one of their own rifles, to give them an opportunity to convince them that a Savage will give better service than any other kind. They maintain a special department devoted entirely to sportsmen, and always at their service. They offer to help in the selection of a rifle, and will give useful practical suggestions.

Dana & Company, Cincinnati, Ohio, manufacturers of the Peerless Iceland Freezer, have distributed among the trade a neat and attractive pamphlet catalogue, illustrative and descriptive of their product. On the cover of the book is represented five very inviting plates of ice cream. The book is well gotten up and contains sixteen pages. It is finely printed on excellent paper and illustrates several styles of Peerless Freezers, including one photographed with wrapper on just as it appears to a customer; one with fly wheel, furnished with crank; a twenty-five quart freezer with power attachment, and a forty-quart power freezer; also one of the Frezo freezers, which makes ice cream in four minutes. This freezer has full size tubs and cans. Tubs are made of the best quality of lumber and cans of the strongest and best coated tin plate. The dasher is of an improved type, having double scrapers. The Frezo is turned by gears fastened on the can top, and is the best constructed freezer of this type. The rim on the bottom of tub top projects down and covers the gears, so that no salt or ice can get in between the cogs or in the can. The can may be revolved to harden the cream after the dasher has been removed. The tubs are wrapped in heavy black paper, and are attractively labeled. Made in all sizes from one to twenty-five quarts.

James L. Taylor, 30 Lawrence Street Newark, N. J., have issued an envelope size pamphlet catalogue, being their No. 5, which is a revised price list, dated May 1st, 1904, and cancels all previous lists. The book is devoted entirely to the exploitation of the Taylor quick-adjusting self-locking screw clamps, which, after a series of experiments, and much expense of time and money, have been perfected and placed on the market, and have met with unqualified approval by mechanics, wherever introduced. They have now passed the stage of experiment, thousands of them being in use, some of them for over four years. These clamps have been severely tested by the United States Government at the Brooklyn and Charleston Navy Yards, and, they claim, have been pronounced the best clamps that have come to their notice. A very severe jarring strain was applied. As a result of the tests an order for a considerable quantity of the clamps was received. Every clamp is warranted.

N. & G. Taylor, Philadelphia, Pa., of "Taylor Old Style" tin roof fame, have issued "Ye Eighth Arrow of Ye Second Quiver" attractive and interesting as usual. Rufus the Roofer talks on the longevity of the Taylor Old Style in an interesting manner, giving many a humorous anecdote to make the story entertaining as well as instructive. Several pages in the little booklet are devoted to testimonials reflecting great credit on the authors of "The Arrow," showing the good opinion in which it is held, and the reputation it has attained by the several trade papers who have had the pleasure of reviewing it.

The G. W. Cole Company, 218 Washington Life Building, New York, N. Y., makers of the "Three-in-One" oil, have issued a very clever pamphlet entitled "What the Big Guns in the Gun Business Say," having reference to the "Three-in-One." The book bears out this title substantially, containing, as it does, very fine testimonials from the leading gun manufacturers of the country. "Three-in-One" oil removes all residue of black and smokeless powder after shooting, and prevents leading and pitting. It cleans and polishes the surfaces of stock and barrel. It is, they claim, a sure rust preventive—a thin coating will protect the metal in all climates. It sinks into the pores of the metal. It lubricates the mechanism and does not gum or dry out. "Three-in-One" contains no acids. Their little book is accompanied by a circular containing a series of nine good ads. for live dealers, which will help them to sell the "Three-in-One." Ads. Nos. 1, 2, 3, 4 and 5 are so arranged that the dealer's name and address is simply added at the bottom. Nos. 6, 7, 8, 9 and 10 are readers, to be used as local notices in papers. The reading ads are not electrotyped. All the others are and the G. W. Cole Company will furnish, free of cost, as many electros as desired of part or all, requesting only that the number of the ad. be specified. Send for the above literature.

Webster & Perks Tool Co., Springfield, Ohio, have issued an envelope size pamphlet catalogue, emanating from their Trimmer department, being an illustrated and descriptive catalogue of the Simplex Trimmer and also of paper hangers' tools. The pamphlet has an appropriate cover, being an imitation of a design in wall paper. Their Simplex Trimmer, they claim, is indusputably the most simple wall paper trimmer on the market, as its name would indicate, they having reduced the number of parts to the minimum. It is also lighter, yet stronger, they claim, than any other, since every part except the main frame proper, even to the smallest screw, is made of steel and hardened, which construction makes years of wear practically imperceptible, and thereby insuring its cutting true to the straight edge at all times. The book, which contains much information on the subject of paper hangers' tools, will be forwarded upon request.

A FEW WORLD'S FAIR EXHIBITS.

The Wagner Manufacturing Co., Sidney, Ohio, have a very unique exhibition at St. Louis. The interior of the booth represents an old kitchen of about the Louisiana Purchase time. The mantle, shelves, cupboards, etc., are laden with an attractive display of modern ware, making an interesting contrast. As a souvenir this firm is giving to those who will visit the booth a facsimile of the first iron kettle cast in America. The original was made in Lynn, Mass., in 1642. The Wagner exhibit is at 56 Fifth street, Palace of Manufactures.

The Oneida Community, Kenwood, N. Y. exhibit includes a model of the company's plant in size about three by eight feet. A photograph of Samuel Newhouse, the founder, is shown, and almost every conceivable style of traps from the smallest to one with jaws three feet long. There is also shown a peculiar device of wood by means of which Samuel Newhouse rifled his own guns in 1845.

The Savage Arms Co., Utica, N. Y., exhibit in the Manufacturer's Building Savage rifles of every conceivable form and finish tastefully arranged on a four-sided pyramid, with the counters around the sides of the booth filled with ammunition, firearms and parts of tools.

The Simmons Hardware Co. show in the Manufacturer's Building an immense tower made of axes of the Keen Kutter Brand, and an arch formed of knives, carvers, auger bits and chain, with the name of the firm formed of door-locks. The standards of the fence around this space are sledge hammers.

A. Buch's Sons of Elizabethtown, Pa., show their "Eagle Steel" and other lines of lawn swings in the varied industries building, and in the same building is an exhibit of the roller swings made by The Hutchins Roller Swing Company, of Alton, Ill.

In the Palace of Agriculture, Section 14, is the large and very attractive exhibit of the Walter A. Wood Mowing & Reaping Machine Co., of Hoosick Falls N. Y. In the booth are shown a New Century grain binder, a corn binder, several types of mowers, reapers, rakes and tedders; a gold plated aluminum watch charm is given out as a souvenir. The exhibit is in charge of Benjamin G. Ladd assisted by W. C. Engel.

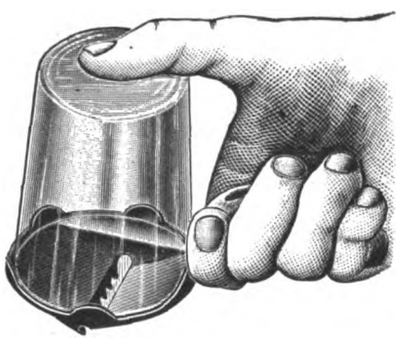
The exhibit of Landers, Frary & Clark, New Britain, Conn., is the first one seen on entering the central entrance of the Palace of Varied Industries, being located directly in the centre of two streets. The walls of the large booth (a building in itself) are made up of mahogany cases showing samples of the almost endless variety of cutlery made by this firm.

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NEW GOODS AND SPECIALTIES.

THE HANDY HOUSEHOLD ICE SCRAPER.

A. E. Faber, Jr., Plainfield, N. J., is offering the trade the Ice Scraper shown in the accompanying cut as an article the utility of which cannot be questioned. The Scraper which is referred to as

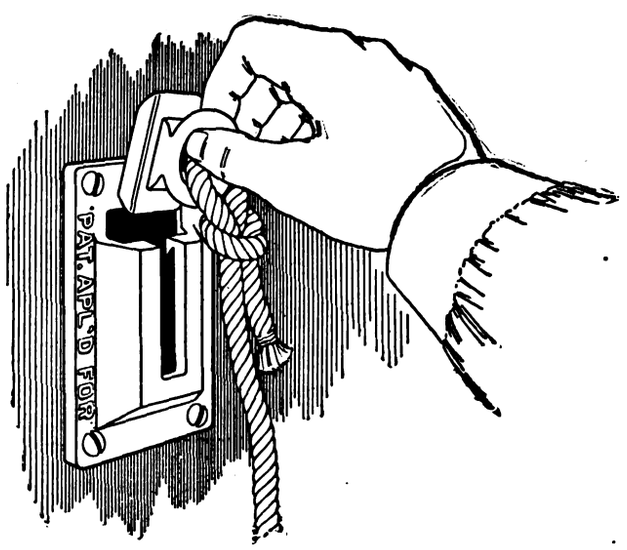


THE HANDY HOUSEHOLD ICE SCRAPER.

being built upon scientific lines, is coated with aluminum bronze, and presents an attractive appearance; while the absence of an iron cup reduces the weight, in its construction, the catching of dirt is greatly lessened.

A NEW CLOTHES LINE FASTENER.

A most convenient article for the housewife is the Perfection Clothes Line Fastener, manufactured by W. H. Glenny & Co., Rochester, N. Y. It is a malleable casting, black japanned and is intended to sell at retail at twenty-five cents per pair. The illus-

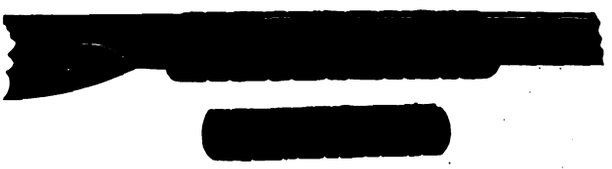


PERFECTION CLOTHES LINE FASTENER.

tration given herewith will give an idea of the convenience that this novelty adds to the handling of clothes lines. A sample fastener will be sent to any dealer free on request.

A NEW HAND SHIELD.

The J. Stevens Arms and Tool Company, Chicopee Falls, Mass., have just brought out the "Stevens Hand Shield," which is intended as a protection against excessively hot barrels on single barrel trap guns. This hand shield is especially adapted to Stevens single barrel guns, Nos. 185, 190 and 195, with top ribs, as illustrated on page 69 of this firm's catalog No. 51. It is made of black walnut, nicely scored at intervals so as to afford a good grip, and is bored with a taper so that it fits firmly to the barrel. The top of the shield is open and is held securely on the barrel by friction against the sides of the top rib. The shield is very light and adds practically no weight to the gun. At present it is made only in one size for 12-gauge shotguns, and is about seven inches in length, with an outside diameter of 1⅜ inches, the inside diameter tapering from 1 inch to 15-16. The width at the



STEVENS HAND SHIELD.

opening at top where friction against the rib holds the hand shield to the barrel, is ⅝ inch, tapering to 11-32 inch. The price is $1.50. The accompanying illustration shows the Stevens Hand Shield on barrel and off.

THE LITTLE SHAVER.

The J. M. Mast Mfg. Co., Lititz, Pa., have an excellent line of specialties and are almost continually getting out new ideas. One of their latest is an extremely useful kitchen specialty, "The

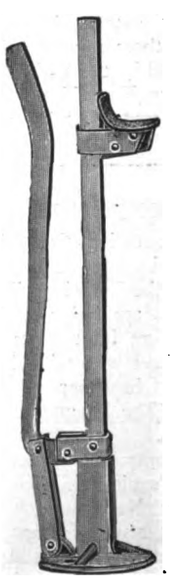


THE LITTLE SHAVER.

Little Shaver," which we illustrate herewith. It will slice potatoes, cucumbers, apples and all smaller fruits and vegetables, and will shave chocolate so thin that it dissolves without stirring. It is made of black walnut with a knife of fine tempered steel, and is shipped, one dozen in a paper box, one gross to a case.

THE "PEARSALL" JACK.

The Pearsall Mfg. Co., Syracuse, N. Y., are placing on the market the "Pearsall" Jack, of which we present an illustration. It is referred to as being made of the best steel and among the



THE "PEARSALL" JACK.

lightest jacks on the market, weighing six pounds and guaranteed to lift as much as any other jack and as easy to operate. It is all metal. Carriage jacks are japanned and the auto jacks are nickel plated and polished to a fine finish. The latter is 15 inches high, and is provided with a folding handle so that it can be put in a

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small space and easily carried in an automobile. This jack can be quickly adjusted to the one-hundredth part of an inch if necessary. There are no ratchets used in this device.

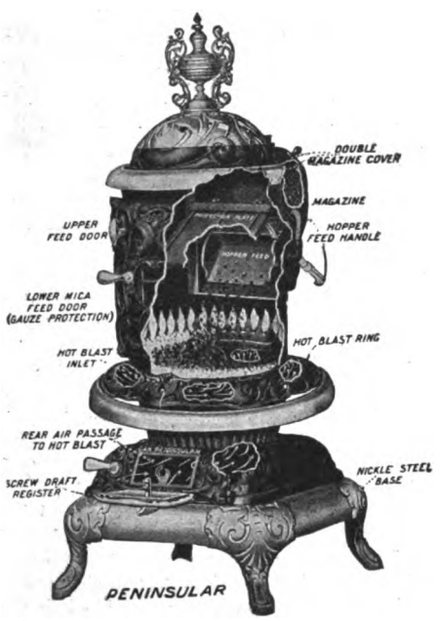
PENINSULAR HOPPER FEED HEATER.

Among the leaders in the Heater line manufactured by the Peninsular Stove Company of Detroit, Chicago and Buffalo,, their latest is the Peninsular Hopper Feed Heater, of which we present illustrations exhibiting its many good points. This is a new soft coal specialty, just placed on the market, and as the sectional cut shows plainly is something different from anything here-



PENINSULAR HOPPER FEED HEATER.

tofore offered the trade. The many successful tests made, have convinced the manufacturers that the hopper feed idea thus applied will eventually revolutionize the trade on soft coal stoves. It is claimed that this is the only soft coal magazine stove that will successfully burn all fuels, slack coal, soft coal, hard coal or stick wood. Particular attention is called to the fact that the magazine is outside

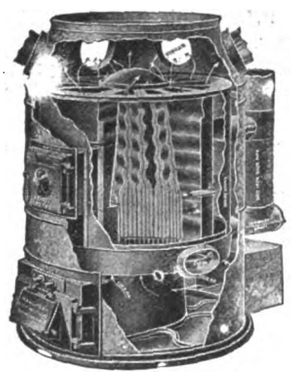


PENINSULAR HEATER, SECTIONAL VIEW.

of the stove, and is cut off from heat and flames by heavy cast protection plates with air space between, with result that coal in magazine is always fresh and cool, retaining every unit of its heat-giving qualities until fed without opening door. An upward movement of the hopper feed handle throws open the protection plate or door to magazine, and the hopper feed distributes coal over the fire surface more evenly than a shovel. This results in perfect combustion of fuel, ensures greatest possible radiation of heat, and makes what is said to be the cleanest and most perfect soft coal or slack burning stove on the market. There is no possibility of smoke in the room when feeding, as the door is not opened; the coal is fed entirely from the inside and a look through the large cheerful mica illumination shows at once if the fire needs fresh coal, and a single movement of the hopper feed handle does the work. It is extremely simple and easy to operate; clean and economical. Ask the manufacturers for catalogue giving further details.

THE KELSEY GENERATOR.

The Kelsey Heating Company, Syracuse, N. Y., claim the Kelsey Generator is unlike any other heater because of its capacity for warming great quantities of air and distributing it evenly. This is accomplished by sending the air in separate channels through corrugated cast iron flues or sections which surround the fire.

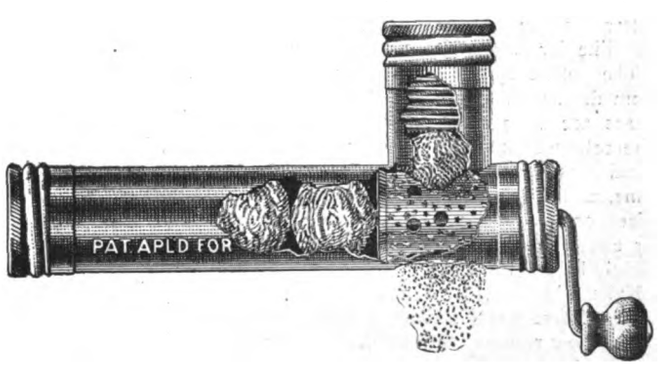


THE KELSEY GENERATOR.

We show herewith a cross-sectional view of the Generator. The ash pit is fitted to the base with a cup joint, making the escape of dust impossible. The grates are the Smyth pattern, having four revolving triangular bars. The corrugating cast iron flues, the reason for the great efficiency of this generator, can be seen in the illustration. There are from nine to seventeen of these flues in each Generator, according to its size, and they are placed upright in the Generator around and on the lower deck, just above the grate surface. The average length of these flues is thirty-six inches and each flue has eight square feet of heating surface. A handsome booklet giving a complete description of this Generator and showing several illustrations of different styles, together with convenient tables of dimensions and capacities will be mailed to any dealer on application.

SNYDER'S HANDY NUTMEG GRATER.

We illustrate herewith Snyder's Handy Nutmeg Grater, manufactured by J. Edward Snyder, Massillon, O. A glance at this cut really tells its story. Its magazine holds a half dozen nutmegs and it will grind the complete nutmeg without a particle of waste



SNYDER'S HANDY NUTMEG GRATER.

In construction it is simple, strong and durable, and retails readily at twenty-five cents with a liberal profit to the dealer.

The merchant or manufacturer, the industrial or professional, the manager or operator, who assumes to "get on" without the trade journals directly or collaterally bearing on his particular specialty, is seriously handicapped in the stress of competitive strife. Wilfully, though perhaps not wittingly, he deprives himself of sources of information and of material for progress and profit, lack of which must inevitably leave him in the lurch.

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OUR NEW ORLEANS LETTER.

(Special Correspondence.)

Developments during the past fortnight have been by no means what the Hardware trade looked for, and the pleasant hopes stimulated by the brief stir in business in the early days of August and the last weeks of July have almost died away.

For the nonce the trade is frankly at a loss to understand the situation, and is casting about for explanations for the dullness which is apparently without a cure by any ordinary means. The crops are good. The labor troubles are becoming adjusted. The lumber region is resuming activity, and yet the country demand from the section of which New Orleans is a barometer has not increased in the proportion which was expected. The drop in nails, in heavy goods, and indeed, in manufactured articles of the heavier sort, instead of stimulating demand, has served to deaden it, while the country jobbers apparently await still further declines.

A round of the local jobbing houses yesterday failed to elicit any cheerful comments, although a fortnight ago smiles everywhere preceded confident announcements that the last days of August would witness a brisk resumption of business after the extraordinarily dull summer.

Some say that it is politics. Some say that it is the over-purchasing done by all branches of the trade last season. Some simply swear and offer no explanations whatsoever. This condition of affairs applies to all general Hardware lines in the wholesale houses. The local dealers have profited better by the approach of autumn than have the wholesale men, this due entirely to local conditions which have shaped themselves much better than was anticipated.

The history of the Hardware trade for the summer has been very peculiar, if the local men are to be believed. When the long continued spring trade died away in June, it was almost into July before the big houses quite grasped the fact that the summer trade of 1904 was going to be no better than that of the preceding summer. This was unpleasant realization, when the winter and spring trade has ranged fully twenty-five per cent. better than that of the winter and spring before. As was told in Hardware a month ago, the trade expected this condition of affairs to better itself with the approach of autumn, and two weeks ago signs of the betterment were detected in the renewal of operations through the lumber belt, and the promised demand for mill supplies. The cotton crop reports were good, and it was thought that the planters would begin buying with the first cotton picking. This forecast included in its scope the trade of nearly all Mississippi, all Northern Louisiana, and part of Eastern Texas. When the rice movement opened briskly, and the cane crop showed up at least thirty per cent. better than at a corresponding season one year ago, the entire section tributary to this city was included.

The Hardware men sat back and waited, fitted up their offices and sent their drummers on the road. The trade has not come. The sawmill men have rocked along with the outfits they had when they shut down last spring. There had been no long summer run to wear out their machinery and mill supplies, while better than in July have barely run even with the business in that line for August, 1903.

The cotton belt has not begun to purchase, and the reports from drummers are to the effect that the jobbers in the smaller towns are very chary about stocking up to any great extent. The cotton section had overpurchased last spring, but a big demand was expected for higher grade material. This has not come, and it is said that the dealers speak of waiting for lower prices, or of running from hand to mouth until after the November election. It is even said that building Hardware is running slightly behind the sales for August of 1903.

Nails, which sold in phenominal quantities last spring, are light south. Sheet metal roofing, a heavy item until late in the summer, is now running very light, while the odds and ends of building Hardware are just about maintaining the average.

To the sugar section mill supplies are beginning to go in considerable quantities, or rather good orders are coming in. However, the planters seem to have learned so well the lesson of economy that they are not cognisant of the good fortune that has come to them. The jobbers of the sugar section are buying with the same carefulness which characterizes the business of the cotton section. The drummers report that the same phrases about "waiting to see what will happen," "waiting until election time," are frequent on the lips of the country buyers. The planters themselves are a trifle more liberal in their orders.

This same condition of affairs applies to the rice belt along the coast.

Altogether the situation is a grievous disappointment.

However, there are two lines which are running fairly well. Ship chandlery is above the average, and vehicles and farming implements promise about 10 per cent better than they did at the same period last season. The reason for the first is that there has been a distinct addition to the fleet of New Orleans in several new lines of steamers. During the last month a number of these lines made their initial runs, and some liberal orders were placed with local firms.

Farming implements are like the poor, the planters and farmers must always have a certain supply. The increase in this business is due almost entirely, however, to the brisk trade promised from the cane belt, and the rather liberal orders which have been honored from the rice planters during the past fortnight. Vehicles have sold very well to all sections.

The local retailers are profiting by the stir in building trades. The strikes have been largely settled, and the contractors are beginning operations on a number of large held-over contracts which would otherwise have created edmand during the summer. This is creating demand for tools, for household Hardware and for Builders' Hardware of all sorts.

In addition to this, there has been a considerable influx of foreign population from the Northern States, and there is a heavy demand for residences and houses, which has entailed a considerable demand for household furnishings.

TABLE KNIVES IN ENGLAND.

Seeing how extensively American ideas are copied in this country, surprise has been expressed that the American style of table-knife has never "caught on" here, writes a contributor to the Ironmonger. In most of the hotels, and to a considerable extent in the homes of the middle and upper classes in the United States, the table-knives used have electro-plated blades, whereas in this country such blades are scarcely ever seen. Not only the most wealthy classes, but even the British Royal family, are content with ordinary unplated steel blades. Americans say that they prefer plated blades because they look nicer and are easier to clean than are plain ones. When asked why they do not offer similar cutlery in the home market, Sheffield cutlery manufacturers reply that British people would never buy it or use it. So far as we are aware, however, this point has never been put to the test, for the British public have had no opportunity of trying plated knives. It is notable that British and European people who settle in the United States soon fall into the way of using plated knives, and an obvious explanation of this circumstance is that they see such knives in use and on sale. If they were pushed for sale vigorously who can say that they would not gain a certain amount of popularity here?

SHELLAC IN INDIA.

Cause of Great Advance in Price.

In response to letters recently received from consumers of shellac asking the cause or causes of the advance in prices, I submit the following facts: Lac is produced in almost every province in India, but principally in the Central Provinces, Bengal and Assam, from which the largest amounts exported are obtained. That produced in other districts is chiefly consumed in local manufactures of bracelets, rings, beads, and other trinkets worn as ornaments by the women of the poorer classes, and in the manufacture of wood lacquer work, which seems to have been begun in very remote times. Some very artistic work is now done in this line. Lac is the incrustation deposited by the lac insects on the branches of certain trees, and is collected, as a rule, by the jungle tribes, who break off the branches on which it is deposited. In this state it is called stick lac, and is sold by the gatherers to local dealers, who sell it to the manufacturers of shellac or button lac, who put it through various processes until it becomes the lac of commerce. The United States and the United Kingdom furnish the principal markets for lac, taking by far the larger part of all that is produced. Smaller quantities are exported to continental Europe. Nearly all is shipped from Calcutta. During the last fifteen years there have been remarkable fluctuations in the amount exported. Since 1895 there had been a gradual reduction in prices, but during the past two years the product has been comparatively small, while the demand has largely increased. This increased demand is mainly due to the use of shellac in electrical works and in a minor degree for making gramophone records. This increased demand, the small production of the past two years, and the scarcity of stock have attracted speculators, which no doubt has tended to further advance prices. Another reason for the recent advance in prices is the fact that the lac dye, which formerly represented the manufacturer's profits, has been replaced by aniline dyes, and the price of the lac has been increased to make up for the losses due to this falling off in the demand for dye. The present high prices may stimulate production and reduce the prices, or the increasing demand may cause a further advance in prices.

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MICHIGAN HARDWARE DEALERS ASSOCIATION

The tenth annual convention of the Michigan Hardware Dealers' Association was held at the Pantlind Hotel, Grand Rapids, Wednesday and Thursday, August 10 and 11, and was the most successful meeting they have ever had.

Wednesday Morning Session.

The first meeting was called to order at 11 o'clock. After telling the members how important it was they should be punctual at all meetings, the president appointed the following committees:

Credentials—A. Harshaw, Delray; Henry Stadt, Grand Rapids, and M A. Benson Saranac.

Constitution and By-Laws—E. J. Morgan, Cadillac; V. C. Wattles, Battle Creek; Arthur Shoeneberg, Saginaw.

Question Box—Frank Mulholland, Potterville; J. G. Patterson, Detroit; Karl S. Judson, Grand Rapids.

Nominations—H. C. Minnie, Eaton Rapids; F. Brockett, Battle Creek; Henry C. Weber, Detroit; Geo. W. Hubbard, Flint; S. Winchester, Jackson.

Resolutions—O. H. Gale, Albion; C. M. Alden, Grand Rapids; Geo. Towner, Muskegon.

Sergeant-at-Arms—C. E. De Clement, Detroit.

The secretary then read the minutes of the last regular meeting and also the minutes of a meeting of the executive committee held in Detroit on April 20, which were accepted as read. The



J. B. SPERRY, PRESIDENT.

secretary also read communications from a number of the officers and others representing other associations. All of the above communications extended best wishes to the members of the Michigan association, and expressed the hope that the convention would be a success in every way. On motion, these letters were accepted and the secretary was instructed to thank the senders for their expressions of good will.

The meeting then adjourned until 2 p. m.

Wednesday Afternoon Session.

After calling the meeting to order at 2 p. m., President Popp introduced the Hon. Edwin F. Sweet, Mayor of Grand Rapids, who, in his cordial manner, delivered an address of welcome which convinced the delegates that their stay in the Furniture City would be a pleasant one, and that they might expect to be the recipients of every hospitality while in Grand Rapids. The president responded briefly to the address of welcome, and thanked the Mayor for his cordiality.

The credential committee made its report, recommending that all Hardware dealers who had signed the roster be given a seat in the convention, and this report was adopted.

The president then delivered his annuall address, as follows:

PRESIDENT'S ADDRESS.

BY JOHN POPP, SAGINAW, MICH.

I greet you to-day at this our tenth annual convention, and it is a pleasure for me to say, upon looking over the representative Hardware dealers throughout the State, that our membership has increased, perhaps not to the extent that we could wish and had reasons to expect, but, compared with other States, our ratio of increase has been such that we see no reason for discouragement.

It is not always well to review the past, but in this case I must, for the reason, I am pleased to say, that I am one of the charter members of the Michigan Hardware Association since its organization, and on looking over this gathering to-day I am pleased to see before me a majority of the organizers, still active and enthusiastic members. There is due these gentlemen a credit which shall never be forgotten, for, through the combined work of associations, the Hardware business to-day is on a higher basis than heretofore, and I do personally believe that if there had not been association protection the catalogue houses would be doing one-half of all the Hardware business that is being done in Michigan to-day.

You know in union there is strength, so let us, each and every member, take hold and lift and not stop until we have secured every retail Hardwareman in Michigan as a member of the association. We have in round numbers 1700 Hardware dealers in Michigan Think for a moment, gentlemen, of the undeveloped power within our ranks that only awaits the magic touch that will bring us to a full realization of our strength.

THIS IS AN AGE OF ORGANIZATION.

If any dealer is not satisfied with existing Hardware conditions, let me tell him there is a remedy and that remedy's name is organization. This is an age of organization; the jobbers, the manufacturers, the catalogue houses, and in many localities even our customers, are organized. Can we successfully combat single-handed this array of organization? A great deal has been accomplished along association lines, and yet I am sure it is only in its earliest infancy and that the next two or three years will witness a great increase in membership and general interest in association work.

BENEFITS SECURED.

Here are your lien laws, your garnishee laws, and one of the greatest dangers that threatened the retail interest in this country was the parcels post movement, fathered by the catalogue and mail order houses. You will all agree that if it had not been for the good work of the Hardware associations throughout the United States the catalogue houses would be distributing a parcel weighing 50 pounds to a farmer's house for 15 cents. In other words, our mail cars would be turned into freight service cars; but as it stands to-day, I think this will not occur in the next generation. When it came up before Congress the catalogue houses found out that there were other business men in the field besides themselves when they ran up against the different Hardware associations throughout the United States.

And while we are talking about benefits, here is the simplest of all, and that is our insurance protection. That alone will save you many times the cost of belonging to this association, besides all the other benefits I have already mentioned.

JOBBERS SELLING TO CONSUMERS.

One of the greatest evils that has been overcome to a great extent is that of manufacturers and jobbers selling direct to the consumers. The jobbers to-day are looking after the merchants and the merchants after the retail trade. This makes it pleasanter for both jobber and retailer.

Now, brother Hardwaremen, begin to wake up and do not talk so much about catalogue houses. If you will talk one-half as much about the Michigan Retail Hardware Dealers' Association as you do about these catalogue houses you will be making money, instead of advertising some one else. The more my competitor talks about me the more I am advertised.

The treasurer, Henry C. Weber, then presented his annual report as showing a balance of $179.48.

The secretary was then called upon and gave as summary of the work during the past year:

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SECRETARY'S REPORT.

BY A. J. SCOTT, MARINE CITY, MICH.

When I was called upon as secretary a year ago to give a report of the work accomplished during the preceding year I did so feeling that our efforts toward the accomplishment of those purposes for which this association was formed had been unusually successful during that period. In preparing my report this year I could not help but feel even more enthusiastic over the outlook. While I know that there is an endless amount of work still to be accomplished, I realize that we are approaching the solution of several problems which have been a thorn in the side of the retail Hardware trade in past years, and which would always remain as such if the Hardware dealers were forced to battle with them individually, instead of collectively through the association.

IF EVERY HARDWAREMAN OF THE STATE

could realize as thoroughly as do our officers and a large number of our members the place which the association occupies as a power for good, we would soon become so strong as an association that any grievances which we might have would be readily adjusted.

COMPLAINTS.

Now in regard to complaints. I take it that our friends in the manufacturing and jobbing business during the past year have been very good, for only six times since the last convention have complaints been filed with the secretary. Four of these complaints were settled in a manner entirely satisfactory to both parties. One against a stove company for allowing their goods to be quoted at a low rate by a catalogue house has not been definitely settled, but I believe that, in the light of recent events, we will be able to show the manufacturer the necessity for withdrawing his goods or having them listed at higher prices. The sixth complaint, which was against certain jobbers for selling to contractors, was carefully gone into by a committee appointed by the president of the association, and while at the time I thought that the complaint was merely temporarily settled, we have not since heard from the complaining party, and I hope that the concessions made by both parties left no further cause for complaint.

SELLING GLASS TO CONTRACTORS.

In December, upon the request of one of our members, the glass jobbers of this State were interviewed and requested to refrain from selling glass to any but legitimate dealers. An agreement to this effect was signed by all the glass jobbers and a provision inserted in the same that, provided it became necessary for any glass jobber to sell direct to a contractor, he would give a commission on the sale to the retail Hardware dealer doing business in that territory or to his nearest customer. I have since heard of several sales of glass that have been made to contractors, but in every case that has been brought to my attention some Hardware dealer has been given a commission, as agreed upon.

NATIONAL ASSOCIATION.

March 22, 23, 24, your secretary, with Vice-President F. M. Brockett and T. Frank Ireland, a member of your Executive Committee, attended the fifth annual convention of the National Retail Hardware Dealers' Association in Indianapolis and found the affairs of our parent body in excellent shape. Various ways and means for increasing the interest in the various States affiliated with the National Association were discussed, and we derived a great deal of benefit from the experience of the other States represented.

PARCELS POST BILL.

The Parcels Post Bill was given a great deal of attention and as a result the fight was renewed in each State and no action was taken on the bill at the last session of Congress. The bill is not killed, however, and we will need to continue our efforts at the next session, as the Postal Progress League (in other words, the representatives of the mail order houses) will undoubtedly be on hand in their efforts to force this obnoxious piece of legislation down the throats of the people of the country.

HARDWARE MUTUAL INSURANCE.

The officers of the National Mutual Hardware Fire Insurance Company made a very favorable report at the above meeting in regard to the business of the company, and stated that applications for policies were being received from every State in which there is a retail Hardware dealers' association.

CATALOGUE HOUSE COMPETITORS.

While the delegates will probably hear a more complete report of a meeting held at St. Louis, at which representatives from both the retail and wholesale Hardware associations were present, I cannot refrain from mentioning this meeting at the present time. It was undoubtedly one of the most important gatherings of Hardwaremen which has ever been held, and was only made possible by the rapid increase in the strength of the organizations of dealers in this and other States.

Our past president, T. Frank Ireland, of Belding, as a member of the Executive Committee of the National Association, was in attendance at that meeting, and I believe will be with us to give the details of what was accomplished. A permanent committee was formed, comprised of members of both branches of the Hardware business, who will, in conjunction with the National and State retail and wholesale Hardware dealers' associations, carry out plans for offsetting the competition of catalogue houses, which has become such a vital question with so many retail Hardware dealers.

With the strength of the retailers and wholesalers combined it should not be long before the manufacturers realize that their interests do not lie with the catalogue house, and I understand that already several manufacturers of standard lines have taken steps which will result in their goods being entirely withdrawn from the next issues of these catalogues. This committee has a great deal of work cut out for it and it is going to require considerable assistance. It has the names of all the members of each State association and occasionally different members will receive communications asking them to comply with certain requests. It is unnecessary for me to give the details of these requests, but I would like to urge every one here to carry out the wishes of this committee when appealed to, for if we are careless about the matter it is unreasonable for us to expect any results. We have gotten to a point where we see a solution of the catalogue house problem in sight, and it devolves upon us to follow up this advantage in every way possible.

The report of the secretary was received by the delegates with every mark of approval.

J. H. Whitney, of Merrill, then delivered a thoughtful address on the subject of

THE RETAIL DEALER AS AN EDUCATOR.

The address of Mr. Whitney was followed by a spirited address by C. L. Glasgow, of Nashville, on

OUR SOCIAL RELATIONS.

While I have not been actively associated with you in the past, I have not failed to notice the multiplication of opposing forces which attempt to divide again and again the volume of our trade, and with you have studied long and hard how their influence might be overcome. I am now president of a kindred organization, composed of the carriage and implement dealers of this State, an association whose membership list contains many of the names of the members of this association, and whose task is the solution of the same great problems with which you have wrestled, and I have often thought a union of the two forces might prove of mutual benefit.

FRATERNITY.

I believe that one of the influences that brings us together, aside from the general desire to carry forward the great work in which we are engaged and so deeply interested, is the pleasure of meeting each other, of becoming better acquainted, enjoying the vigorous handshake, of getting away for a day or two from those surroundings which, though familiar and pleasant, yet are suggestive of hustle and worry, and laying aside for a time the consideration of those cares that weary us, enter into those relations which humanity naturally seeks in its escape from the more weighty things of life, not that we should let the pleasure of our social gatherings become of paramount importance, or that pride in the institution or the successful workings of the organization should become a more important factor in the lives of our members than the achievement of its purpose, but from these meetings we may get an inspiration that will send us home with a determination to exercise a more kindly feeling toward each other and make our fellow tradesmen and business competitors our personal friends.

While we gladly admit the refining and elevating influence of women in social life and the tendency their presence has to keep us watchful in our every speech and action, man's intercourse and association with men broaden him, increase his determination to do things, and build him up and strengthen him in those qualities that enable him better to overcome resistance and win success. Especially is this helpful when kindred spirits meet that find pleasure in devising new ways and means and discussing the trials and tribulations incident to the conduct of the same business enterprise.

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We rejoice that the Hardware business occupies such a prominent position in the list of commercial pursuits that it is recognized as the great balance wheel in human industry, the sure barometer indicating depression or prosperity in business life; that in its conduct there are fewer failures than in most any other requiring as large an investment; that its successful operation demands and receives the attention of the very best executive ability in the commercial world, and it should be our ambition to continue this record, making the business still more honorable and successful by adding thereto the impress of our personality.

A MISTAKEN VIEW.

This cannot be easily done under twentieth century conditions if each dealer remains a lamp unto himself, deluded by the thought that his skillful management and superior ability challenges criticism and produces the very best results possible under all circumstances, and, therefore, any conference or exchange of ideas to which he might contribute would result in his loss and the others' gain, or, possibly not being in touch with the true spirit of the times, he feels that his competitor, be he of his own or nearby town, drinks at the fountain of his wisdom only to use the added knowledge against him, or awaits an opportunity to do him an injustice or injury, thus going on from day to day, and year to year, nursing those false conclusions that keep forever locked the truer and nobler emotions of his life, the full play of which brightens the eye, enlivens the step, throws a dash of color into the picture of life, clarifies and enlarges our vision, giving us truer conceptions of our duties and responsibilities, and enabling us to take a more accurate measurement of our fellow man and see in him many good traits worthy of commendation and that make him a good, companionable fellow.

SELF-SACRIFICE.

The larger number of us reside and do business in small cities or villages where the conventionalities of social life bring us often in contact, and we cannot afford for social or financial reasons to permit any but the best of feelings to obtain. To continue these conditions and maintain the high standard of our business often requires sacrifice on the part of the individual. We cannot, if we would, relieve ourselves of the responsibility of our personal influence, it cannot successfully be shifted, and each must bear his share, and therefore we should not participate in any action that would tend to lower public or private estimate. To what extent personality enters into success is often overlooked or underestimated. We may feel at times that trade is gained and held solely by the magnetism of price, and this feeling may be intensified when we see our business or social friends patronizing our less genial or close-fisted competitor, but we may not always understand all the conditions.

We must not make our good fellowship our chief asset in trade. It will not take the place of quality, price or good display, but, other things being equal, humanity will seek those relations most congenial, and your efforts toward friendliness and an active interest in the social conditions surrounding you will net you a good return in pocket, mind and heart, and make for you lasting friendships which may prove of inestimable value at some supreme moment in later life, and it is these memories and experiences that temper many of the adverse winds with which we have to contend, that renew our faith in God and humanity, keep the fires of hope alive, bringing to our rescue that warmth of heart and strength of mind that stimulate action and go far toward insuring success.

Let us always remember that it should be easier for us to lift up than pull down, that in our creation was embodied a power for good, and a misuse of it does not produce satisfactory results.

LET US BE CATHOLIC IN OUR VIEWS,

charitable in our criticisms and generous in our sacrifices, feeling thankful if thereby we have strengthened confidence or allayed suspicion in a brother dealer's mind to the extent that with faith in us he may not be misled by the statements of a customer whose personal gain through misrepresentation has dulled his conception of honesty and integrity.

I believe a great loss is sustained yearly by the sale of goods at a cut price, resulting from a lack of confidence in or a wrong impression of the intents and purposes of our competitor, and this can largely be avoided by closer social relations, begetting better business relations, eventually ending in a more thorough understanding and mutual agreements whereby our respective interests are protected.

Admitting the influence of good social relations upon our business and that as progressive business men we are desirous of bringing to its management every influence representing an element of strength, let us go a little further and recognize the fact that the world at large has a right to a portion of our time, enough at least in which to discharge those duties that belong to good citizenship, and we may well here put the general question, "What are we in this world for?" Certainly something besides making a success of a particular business that absorbs the ripest fruit of mind and body, and in return gives nothing but food and clothing. Are we here simply to wear these clothes and eat and sleep; be counted by the enumerator, work and pay taxes, buy and sell, and through the wise investment of the profits be denominated successful? If in these days of mental research and scientific investigation, of abounding prosperity and colossal fortune, all the munificent endowments with which we have been blessed are to be turned to personal account, then, indeed, have we fallen far short of living up to the full measure of our possibilities

WE ARE HERE TO HELP AND BE HELPED.

Some are burdened and we must lift; some are sorrowful and we must sympathize, some are in want and we must minister; and through this all we can see the angel of Hope standing far up the mountain side of promise applauding and beckoning us forward, while Duty walks beside us to encourage and direct.

I cannot believe that cultivating good social relations, inspiring men to be more honorable and trustworthy, increasing their confidence in each other, will tend to weaken our mentality, or render us less able to grapple with and solve the great business problems that confront us; but this enriched experience, this broader and deeper education, this higher ideal of business life, will bring still greater honor to our business and prove us useful and worthy citizens of our respective communities, holding ourselves in readiness to accept any responsibility that business or society may impose, determined at all times to get from life the very richest blessings it has in store.

A. F. Sheldon, of Chicago, gave an address on

SALESMANSHIP AS A SCIENCE,

which was received with due attention.

The secretary then read the following letter of invitation:

"Members of the Michigan Retail Hardware Dealers' Association.

"Gentlemen:—The following jobbers and manufacturers extend to you all a cordial invitation to a banquet at the Lakeside Club Thursday evening at 7 o'clock. Arrangements have been made to take cars after your adjournment to-morrow, and after giving you a bird's-eye view of our city, will leave you at the club in plenty of time to get ready for the evening's festivities.

"(Signed) Clark-Rutka-Weaver Company, H. Leonard & Sons, Wm. Brummeler & Sons, Hopson-Haftenkamp Company, H. M. Reynolds & Co., Miles Hardware Company, Grand Rapids Supply Company, Grand Rapids Hardware Company, Grand Rapids Paper Company, Studley & Barclay, Michigan Stove & Caster Company, Bissell Carpet Sweeper Company, Michigan Barrel Company, Hardware Supply Company, Wm. Reid Company, Brown & Sehler, Harvey & Seymour Company, W. B. Jarvis Company, Foster, Stevens & Co."

On motion, this invitation was accepted and placed on file.

The meeting then adjourned.

Thursday Morning Session.

President Popp called the meeting to order about 10 o'clock and announced as the first thing on the programme a paper by A. K. Edwards, of Kalamazoo, on the subject

CAPITAL AND CREDIT—ITS USE AND ABUSE IN OUR DAILY BUSINESS,

from which we make the following selections:

* * * * *

TROUBLE CAUSED BY OVER ANXIETY.

Many of the troubles which we have are of our own making through our over anxiety to increase sales too often at the expense of those of our competitors, by taking chances of making collections beyond those which common prudence would dictate, and in attempting to cover too much ground by competing in price with the catalogue house, and in time with the installment dealer. We are, in doing this, practically burning our candles at both ends. We must either choose one or the other method, or adopt a system that will allow us to do business upon both. In our business we have been quite successful in meeting cash prices and installment prices with installment prices. At first

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we feared it might be the cause of much annoyance and many difficulties, and it probably has been, but the annoyance and the difficulties have been so greatly overbalanced by the advantages gained that we have increased the line of goods upon which we are naming special prices for cash, and I firmly believe that this increase will continue until much of the line is so covered by us. We have already applied it to stoves, ranges and refrigerators.

TWO VITAL ITEMS.

Capital and credit are the two vital items in our business life. Our capital and our credit, as well as our customers' capital and our customers' credit, are linked and interlinked in such manner as to make it difficult to separate them. Our capital is money of our own which we have invested in business. If we borrow money to increase our capital it is then not capital but credit which we have added. We may increase in this manner our credit to a small extent by deceiving our creditors with the idea that our capital is the sum of both our capital and our credit, but the advantage gained is only temporary, as the modern methods of commercial reporting are almost sure to locate, approximately at least, the amount of our capital and fix our credit unbeknown to us, and after we imagine that our inflated report has been taken as an actual fact. The larger and more prosperous a business is the nearer to the actual facts are the commercial agencies able to secure correct information from the managers of such business interests. Therefore, when replying to inquiries, either from our creditors or from the commercial agencies representing them, it behooves us to be frank and honest, as such a statement will certainly increase to the fullest extent possible with good business judgment our credit, even if it does not inflate our capital, while an attempt to deceive will tend to arouse a suspicion that we are worse off than we are in reality, and the report will likewise be so colored.

KNOWLEDGE OF CUSTOMERS' CREDITS.

Nearly as important a matter to us as our own credit is the knowledge of our customers' credit. The man who relies upon the fact that he is a well-to-do farmer, a well-paid mechanic or a prosperous professional man to obtain unlimited credit, and by unlimited credit I mean credit without a positive time stated for payment, and not unlimited as to the amount, and who feels insulted or at least injured when pressed for payment, is a good customer for our competitor to have. Regarding this over-sensitiveness upon the part of the debtor community, there appears to be a growing sentiment that it is no longer a personal insult to be asked to settle an account that is due or past due, nor to have a pay day named when the account is made. This to us is an encouraging sign. When our customers realize that their personal friends are entitled to the same treatment as the stranger who is supplying them with artistically worded and too often untruthful advertisements regarding the goods he has for sale, then and not until then will a disagreeable feature of business be eliminated.

* * * * *

A CARELESS AND EXPENSIVE SYSTEM.

While I have laid much stress upon our careless and expensive credit system, I realize that there are other dangers to be avoided by us, in order that our capital may not be impaired and our credit weakened. One of the hardest to avoid is over-buying, which causes thousands of merchants to tax their credit to the utmost, to worry themselves into premature old age, if not the grave, even when not the cause of disastrous failures. It is a self-gratifying pleasure to realize that this jobber or that manufacturer holds us in such high esteem that he or they would fill any order we might send them without a question until such time as we neglected to meet our payments with reasonable promptness. Then an investigation would be put on foot to find out the whys and wherefores and what was our actual worth and responsibility. Possibly we would hear nothing of it, but it would be made just the same. Oftentimes payments are made promptly, but it is through the financial assistance of our banker or our friend, at the expense of our profits, or of a large proportion of them, by added interest charges.

The paper, which was a long and thoughtful one, was one of unusual excellence.

E. J. Morgan, of Cadillac, announced that on account of the sickness of his partner, J. H. Murray, the latter had been unable to be present, but he had prepared his paper on the subject

COLLECTIONS,

and Mr. Morgan read it. It proved extremely interesting.

W. P. Bogardus, of Mount Vernon, Ohio, was called upon and delivered a masterly address on

THE CATALOGUE HOUSE QUESTION.

Last summer, when I had the pleasure of meeting you, the great subject of interest was the post parcels question. To-day the darkest cloud on the horizon of the retailer, and I may say the jobber as well, is the catalogue house question. During the last fifteen years there has come up a class of men who have acted on the idea that the way for them to do business was to advertise through catalogues, scattered broadcast over the country, the goods they had for sale. And to attract the buyer's attention they used some of the best-known brands of goods as baits, and offered them at a price so near cost that the retail trade would not meet the price. In this way they sought to create doubt in the minds of the buying public, and arouse suspicion that their home merchants were charging too much profit. These people freely admit that on equal terms they could not hope for trade as against the local merchant, but that they must rely on being able to undersell the retailer, or at least create the impression that they are doing so. During the early years of their existence they bought of the jobbers, but lately they are going to the manufacturers for their supplies and their avowed intention is ultimately to own their own factories, or control the output of such factories as sell them goods, as in some cases they have already done. The evil effect of this way of doing business is forcing the subject on the attention of both jobber and retailer, and a solution of the question is being sought for.



W. P. BOGARDUS.

A RANDOM WAY OF SELLING GOODS.

The fact that goods are quoted in the catalogues in a good many instances as low to the consumer as they are to the retail trade, and in some cases lower, would indicate that some retailers, and that is what catalogue houses are, are being favored to the injury of the balance. That manufacturers or jobbers should engage in this random way of selling goods has always been a surprise to me. Especially when the low prices are given to people whose purchases will not exceed 20 per cent. of the manufacturers' output, and who come in direct competition with the manufacturer's customers who buy the 80 per cent. or balance of the manufacturers' product. If the manufacturer were selling to a trade that was opening up new territory, if he was sending his goods to consumers who had heretofore never used them, there would be some justification for his course, but he is supplying goods for additional competition in territory that is already covered, and is encouraging a competition that is bound to react on the manufacturer disastrously.

AN UNFAIR COURSE.

The things we did yesterday have an influence on the acts we commit to-day and the work of to-morrow will be more or less influenced by what we do to-day. The manufacturer who sells to catalogue house and jobber at the same price is doing an unfair thing and discriminating against the jobber. He may say, as some

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do, that a catalogue house buys more than any one jobber and further justify himself by saying that the catalogue house is better pay than 75 per cent of the jobbers are, but he should remember that the jobber sells to the retail trade who handle much the largest per cent of his output; that the jobbers are over two hundred in number while the catalogue houses are less than a score.

MANUFACTURER IS AFFECTED.

There is an injustice to the largest per cent of a manufacturer's trade, when he takes the position that he will continue to supply the catalogue houses at the same prices that he asks the jobber to pay. Or when he says that the quantity shall regulate the price regardless of other conditions, and will give the catalogue house, that is but a large retail store, the same price that he gives the jobber who must rely on the retail trade to help him dispose of the goods that he has bought of the manufacturer. It is absurd on the part of the manufacturer, who says that he will sell to all who come at such prices as he pleases, when the finds the jobber and retailer declining to further buy his goods to cry "boycott" and seek to get sympathy from the public. The manufacturer who treats the subject of catalogue house competition as a matter of small moment and who is inclined to be amused at what the jobbers and retailers say, and contemptuously puts aside any consideration of their wishes, may wake up some day to the fact that there is more in the proposition than he had any idea of and that it vitally affect him, as well as the jobber and retailer.

RESPONSIBILITY CANNOT BE SHUNNED.

There is a responsibility in this matter that he cannot escape. Especially when he remembers that at least 80 per cent of his goods must be sold through the legitimate channels of trade—the jobber and retailer. It becomes a rather serious question to the manufacturer how to dispose of the 80 per cent of his goods, if he disposes of the 20 per cent at prices that make it unprofitable for the jobber to buy of him. There is an equity in business that cannot be disregarded. There is a fair dealing that all men demand. And the man who ignores these conditions, and refuses to be bound by them, loses public confidence and ultimately digs his own business grave.

COMPETITION IS THE LIFE OF TRADE.

Competition is good and is the life of trade, but a competition that is based on favoritism—the giving of special prices to one competition to the detriment of the others—means ruin and disaster and is unfair in every way.

INTERESTS OF JOBBER AND RETAILER IDENTICAL.

During the decade of association work there has been some advance. At first association work was looked upon as antagonistic to the jobbers, but a closer inspection showed that their interests were identical Last year in May we—a committee from the National Retail Association—met by invitation a similar committee from the Jobbers' Association to discuss some phases of business competition. Last fall at our suggestion representatives were permitted to present their views from the retailers' standpoint to the manufacturers and jobbers at their convention at Atlantic City. This year in May representatives of the National Association were invited to address the jobbers and manufacturers at Atlanta. Later on they were invited to meet the jobbers in committee at St. Louis, and a permanent committee with members from the jobbers associations and the National Retail Association, was formed to consider the question of catalogue house competition. What will be the results of their study remains to be seen.

INDIVIDUALS ARE HELPLESS.

Now comes the practical question for you and me to consider. How can we help on the work? I know of no better way than to join our State Association, so that we can stand united against the evils with which we are confronted and have to deal. As individuals were are helpless. United we have a strength that we little comprehend, which, if used wisely, will be for our mutual good. To-day little Japan is fighting against great odds that she might have room in which to grow, and a "fair competition." An armed commission of Englishmen is marching into heretofore inaccessible Thibet to make a commercial treaty that will open up the trade of that hermit nation to the world. Shall not we, as retail Hardwaremen, stand united and present a solid front, so that some method may be devised to mitigate some of the evils under which we labor? Gentlemen, it is up to us to take some action that cannot be taken, unless we stand shoulder to shoulder. A fair competition, and no favors and a reasonable chance to live by our business, is what we want, and is what we will fight for.

E. S. Roe, of Buchanan, was then called upon and read a paper upon the subject:

SOME POINTS WHICH CONTRIBUTE TO THE SUCCESSFUL RETAILING OF HARDWARE.

After reading which the meeting adjourned.

Thursday Afternoon Session.

The president called the meeting to order at 2 p. m. and announced that the session would be an executive one for retail Hardware dealers only.

The committee on constitution and by-laws was called upon and reported as follows:

Mr. President and Gentlemen: Your commitee begs to report as follows:

We recommend that the constitution and by-laws stand as adopted by your last convention with the following amendment:

A committee of two, composed of the president and secretary, shall be delegates to the National Hardware Dealers' Association convention, and provided they cannot go, the president shall have power to appoint this commitee from the executive board. Their actual expenses shall be paid by the association.

All of which is respectfully submitted.

Signed: E. J. Morgan,
V. C. Wattles,
Arthur Shoeneberg.

A delegate reported a case where a jobber persists in selling goods to contractors and architects and an animated discussion followed, in which several of the delegates offered various suggestions as to the best method of getting the offending jobber to discontinue the practice.

On motion it was decided that all the members should take the matter up with this jobber and convince him that it would be to his interest to conform to the wishes of the retail Hardware dealer.

The nominating committee was then called upon and submitted the following names to the convention, who were elected by acclamation:

President, J. B. Sperry, Fort Huron.

Vice President, George B. M. Towner, Muskegon.

Treasurer, Henry C. Weber, Detroit.

Secretary, Arthur J. Scott, Marine City.

Executive committee for two years, S. W. Winchester, Jackson; J. G. Patterson, Detroit; E. B. Standart, Holland; E. S. Roe, Buchanan; and John Popp, Saginaw.

H. G. Mulholland, chairman of the question box committee, was called upon and submitted several questions that had been placed in the box by delegates, over which some considerable discussion arose.

The president then appointed Henry C. Weber and A. Harshaw to escort the new officers to the chair. The retiring president, Mr. Popp, spoke feelingly of the pleasure which he had derived during the past year from meeting and working with the other officers of the association. He said that the new president could depend upon him at all times to assist him in every possible way.

The new president, J. B. Sperry, in taking the chair, acknowledged that the action of the association in electing him to the highest executive office was a complete surprise to him, and stated that he would to the best of his ability fulfill the duties of his office.

Mr. George B. M. Towner, of Muskegon, as vice president, said that he would support the president in anything which might be undertaken in the interests of the association.

Henry C. Weber, of Detroit, who succeeded himself as treasurer, stated that he hoped that this office would have been tendered to some one else at this meeting, but signified his willingness to again fulfill the duties which evolve upon him as treasurer.

A storm of applause greeted Secretary A. J. Scott when he arose to thank the members for the confidence which they had bestowed upon him by electing him for the third time to the office of secretary. He was glad to feel that the membership had been materially increased during the past year and hoped that by the time of the next convention he would be able to report a still greater increase in membership.

There was rivalry between Lansing, Detroit and Saginaw for the place of next meeting of the association. Written communications from jobbing and manufacturing bodies in Detroit and Saginaw were presented, and were seconded by members present from those cities, while C. A. Gower of E. Bement's Sons, Lansing, made an eloquent plea in favor of his city. Saginaw was finally chosen.

The meeting then adjourned.

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JAP-A-LAC

"WEARS LIKE IRON"

JAP-A-LAC, the new wood finish, has grown in popular estimation until to-day it is the recognized superior of all wood finishes.

We have had unbounded confidence in **JAP-A-LAC** and have backed up this faith by the expenditure of vast sums of money to make it a household word in every corner of the land.

We are still spending money for this purpose and shall continue doing so.

Watch the leading magazines and exclusive women's publications and see what we are doing.

Start with the April issues of the *Ladies' Home Journal, Delineator, Designer, New Idea, Woman's Home Companion, Ladies' World, McCall's, Everybody's* and *Good Housekeeping* and many other publications, and try to realize the millions upon millions of people who each month read at least a portion of the "Story of **JAP-A-LAC.**"

Never before was a varnish product so thoroughly known. It insures millions of sales for **JAP-A-LAC,** and you will have your share of the demand.

Won't it pay you to place your order now and be ready to supply your customers' wants?

We have a specially alluring proposition for dealers and will gladly furnish information regarding it upon request.

The **GLIDDEN VARNISH CO.**

MAKERS OF HIGH GRADE VARNISHES

No. 44 Williamson Bldg., Cleveland, O.



CREDIT REFORM IN THE VARNISH TRADE.

A movement has been started in the varnish trade that contemplates the shortening of the time of credit on goods sold to sixty days from date of invoice. This is a reform in methods of credits that has long been needed and that should receive the cordial support of every varnish manufacturer. For years the varnish trade has labored under a great disadvantage in this matter. There has been no uniform practice as to the extension of credits; each house has been, to all intents and purposes, a law unto itself, and the result of this go-as-you-please policy has been a most unreasonable extension of credits, in some cases running up to six months or more. Probably no other trade has suffered so much from this entirely unwarranted practice as has the varnish trade. It is an evil that has grown almost unconsciously, each manufacturer striving to outdo the others in the matter of liberal terms of payment, until it has become simply intolerable. Hence the movement in the National Varnish Makers' Association to set a reasonable uniform time limit to credits.

This movement was inaugurated at a recent specially called meeting held in Buffalo, at which the general interests of the trade were discussed. Among other reforms it was decided to test the opinion of the varnish manufacturers on the subject of credits, and for this purpose the definite proposal is now made that, beginning December 1, 1904, the method of credits, or rather, lack of method, heretofore in vogue shall be done away with, and that instead of allowing purchasers six months or more within which to settle for goods, they shall hereafter be limited to sixty days, with a discount of 2 per cent. for cash in ten days. This is the proposition which the manufacturers' association, in special session at Buffalo, decided to lay before the manufacturers of this country, and to bring up for final action before the annual meeting of the association in November next. If it meets with the approval of the manufacturers generally, it will become settled policy in place of the present long-term practice.

Aside from the fact that it is entirely unbusinesslike to extend credits unreasonably, the varnish trade is least of all able to stand such an unreasonable burden. Conditions in this trade have been going from bad to worse for some time. Prices of the raw material used in varnish making have been advancing by leaps and bounds until in many instances their present cost is twice that of former years. Turpentine and naphtha and gums have steadily advanced; but meantime prices of the finished produce have remained stationary. The varnish manufacturers have been ground between the upper and nether millstones of increased cost on the one hand and lengthening terms of credit and dull business on the other hand. For some time past we have foreseen that something must be done to remedy this unfortunate state of affairs in the varnish trade. The least that can be expected is the adoption of a reasonable term of credit on goods sold, as proposed by the Buffalo meeting.—*Paint, Oil and Drug Review.*

INCREASING USEFULNESS OF ASBESTOS.

In the important work of protecting life and property from fire, says an exchange, there is a growing appreciation of the value of asbestos and a constant increase in its use. It has a combination of properties unlike that of any other substance found in nature. No other product as yet discovered could take its place. It has been called mineral wool, and also the connecting link between the mineral and the vegetable kingdoms. After the fibers of asbestos have been separated from their mother rock they have a fluffy softness and whiteness much like that of wool or cotton, and by a process very similar to that of ordinary weaving they are converted into cloth. It is a cloth, however, which, owing to its mineral origin, is impervious to fire, and herein lies its value. It is more and more extensively used in this country for fireproof curtains, for firemen's helmets, jackets and leggings, and for gloves and shields for men working at the mouths of furnaces. The texture of the fabric resembles that of canvas, so it is too coarse, as now manufactured, for such delicate materials as those of lace curtains and women's dresses, for which its use has been suggested, but an interesting way in which it is now utilized is in the work of surgeons in making splints and dressing wounds. Cotton and wool must be specially treated to be rendered absolutely clean and antiseptic, while ashestos is naturally so.

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REVIEW OF THE MARKETS.

WIRE NAILS.—Under date of August 16, the American Steel & Wire Co. announced a heavy reduction in the prices of Wire and Wire products, to take effect at once. It will be noticed that the differentials have also been changed, making a greater difference between the base prices of Wire Nails and Smooth Wire, and a smaller difference between those of Nails and Barb Wire than formerly. Quotations are as follows, f.o.b. Pittsburgh 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$1.60
Retailers, carload lots	1.65
Retailers, less than carload lots	1.75

New York.—The dealers have been carrying light stocks, as the unsettled condition of labor makes the demand anything but a heavy one. The quotations, which have been made to conform to the reduced prices at the mill, are as follows:

Single carloads	$1.79½
Small lots from store	$1.85 to $1.90

CUT NAILS.—The cheaper conditions surrounding the Wire Nail market are having an effect on the present prices of Cut Nails. The official quotations being shaded 5 cents in carload lots. Official quotations are as follows for Steel and Iron Nails, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Base.
Jobbers, carload lots	$1.75
Jobbers, less than carloads	1.80
Retailers, less than carloads	1.90

New York.—Owing to irregularities in prices at mills, changes in quotations for the local market are as follows:

Carloads on dock	$1.70 to $1.75
Less than carloads on dock	1.80
Small lots from store	1.85

BARB WIRE.—The reduced prices announced by the American Steel & Wire Company, on August 16, result in the following quotations, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.75	$2.05
Retailers, carload lots	1.80	2.10
Retailers, less than carload lots	1 90	2.20

SMOOTH FENCE WIRE.—Quotations, which result from the prices announced August 16 by the American Steel & Wire Company are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.45
Retailers, carloads	1.50
Less than carloads	1.60

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

CORDAGE.—The market is a slow one, as the limited sales made for September delivery would indicate. The market is firm, notwithstanding the light demand. The following quotations represent the market:

	Cents per lb.
Pure Manila, 7-16-inch and larger	11½
⅜ inch	12
¼ inch and 5-16	12½
No. 2 Manila	10¼@10¾
Pure Sisal, 7-16-inch and larger	9
No. 2 Sisal, 7-16-inch and larger	7½
⅜ inch	8
¼ inch and 5-16-inch	8½
Lath, Yarn, Medium and Coarse	7½
Jute Rope, No. 1	6½
No. 2	6

LINSEED OIL.—Under date of August 22, the following advanced quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....46 cents per gallon.
In lots of 5 barrels or more.....45 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....65 cents per gallon.

THE PHILADELPHIA TRADE.

Vacations, expositions and fairs are the complaint of the salesmen who find trade more or less interfered with by these outside diversions. Nevertheless, there is a fairly active demand, while the call for prompt shipment is probably greater, thereby showing that stocks are not large and that the trade is buying cautiously and frequently. Gradually, however, we are all getting back to business and a hopeful feeling is to be found as to the volume of fall trade. The market is in rather a curious condition, and while the present low prices of raw material are apt to predispose the buyer with expectations of lower figures, he is frequently surprised by having advances named him, and these advances are well maintained We doubt if there ever was a time when combinations showed equal strength in preventing unrestricted competition and endeavoring to maintain a more profitable margin of price. All this leads to greater stability in the market, and violent alternations of prices are greatly curtailed. Collections are somewhat dragging and dealers are probably waiting for the results from fall crops. The South is very hopeful of an ample supply of money, and the large corn crops in the West must put a large volume of money in circulation, while even our local farmers, to a larger degree than usual, have been benefitted by higher prices for their products.

BIDDLE HARDWARE CO.

THE PITTSBURGH TRADE.

Vacations have interfered somewhat with business during the past few weeks, but the time is fast approaching when everybody will be back at their desks and ready for the fall trade. The outlook for business is encouraging. Salesmens orders are larger and more frequent than during the early summer and the feeling among retailers seems to be more hopeful. Localities which depend for their main support on factories or mines in the immediate neighborhood are, of course, influenced almost wholly by the condition of their industries. Good business is reported where the mills are running and very little where they are shut down, so that there is considerable difference in the sentiment expressed by merchants in different towns. Taken, altogether, however, the situation is better than for several months past. The Merchants & Manufacturers Association is continuing its efforts in behalf of Pittsburg as a mercantile center. August 20th to 24th inclusive, special rates have been granted on all railroads to merchants coming to the city to buy goods, and it is expected that the local jobbers will receive calls from a large number of their customers between those dates. The association has made arrangements to entertain visiting merchants in the evening of the 24th inst. at a theatre party which is to be followed by a reception at the Hotel Henry. Every effort will be made to make the time spent here by our customers both pleasant and profitable.

LOGAN-GREGG HARDWARE CO.

THE SAGINAW TRADE.

Business for the last few weeks has been dull, as it generally is at this time of the year. This locality has had plenty of rain, and the crops look fairly well. The corn crop, although late, is promising, if the season continues late and warm. Sugar beets look better than usual, although there was not as large a crop planted as last year. The sugar factories are getting in readiness to run as soon as the beets are harvested. The coal mines are turning out about three-quarters of their usual output. The lumbering tool factory is receiving early orders from the South, which shows that business is good in that section. There is under construction here a two hundred thousand dollar bridge, a one hundred and fifty thousand dollar manual training school, and a one hundred and seventy-five thousand dollar home for the blind, which will have a factory in connection with it for making brooms and other articles that the blind can work at. This being Presidential year, we only look for a moderate Fall business.

MORLEY BROTHERS.

THE ST. PAUL TRADE.

The crop prospects in our territory are not now as good as they promised to be, as black rust showed itself some weeks ago and the reports are very variable. The definite information necessary to arrive at a fair conclusion cannot be arrived at until the grain is threshed, though there is no doubt of a considerable loss in

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the yield. Business is good considering all the conditions. The action of the Steel Wire Co., by reducing the price of wire and nails has had a bad effect, inasmuch as the trade think all prices will be reduced, though we know such will not be the case, as we judge their action to be due to outside competition becoming too aggressive, and they desired to teach outsiders a lesson.

Hackett, Walther, Gates Hardware Co.

THE DAVENPORT TRADE.

Wheat and corn are going up and nails and wire are coming down. We cannot figure out how this will in any way injure owners of grain fields in Iowa, where every prospect pleases and all the farmers smile. There has been a decided improvement in the volume of business the first half of this month compared with the sales of a year ago. The C. R. I. & P. machine and repair shops are nearing completion. It is said that the company has already expended a million and a half dollars on them, and that within a short time they will employ one thousand or more skilled workmen, thus adding at least three or four thousand to the population in this neck of the woods. The Davenport & Suburban Electric Railway started their first cars this week and report a very satisfactory passenger business, on the basis of six tickets for a quarter. The I. & I. trolley line will probably open their line for freight and passenger traffic to Clinton within a few days. As far as weather is concerned Davenport has been a veritable summer resort all this season, and everyone regrets the rapid passing of this good old summer time.

Sickels, Preston & Nutting Co.

THE SAN FRANCISCO TRADE.

In this department of the issue of Hardware two weeks ago reference was made to an unpleasant and serious coast trade feature relating to Russian seizures of mercantile shipping from this port to Japan, and the need for strictest attention for the preservation of our Oriental trade. Now, happily, it is statable that San Francisco's Hardware and other merchants have bestirred themselves into energetic activity touching the situation and have already taken steps to present further interference in this valuable trade, which means so much to San Francisco and the whole Pacific coast, which the merchants unanimously say is the natural geographical field, depot and supply area for the Orient, and that it must continue so and not be diverted from us by war between Oriental nations.

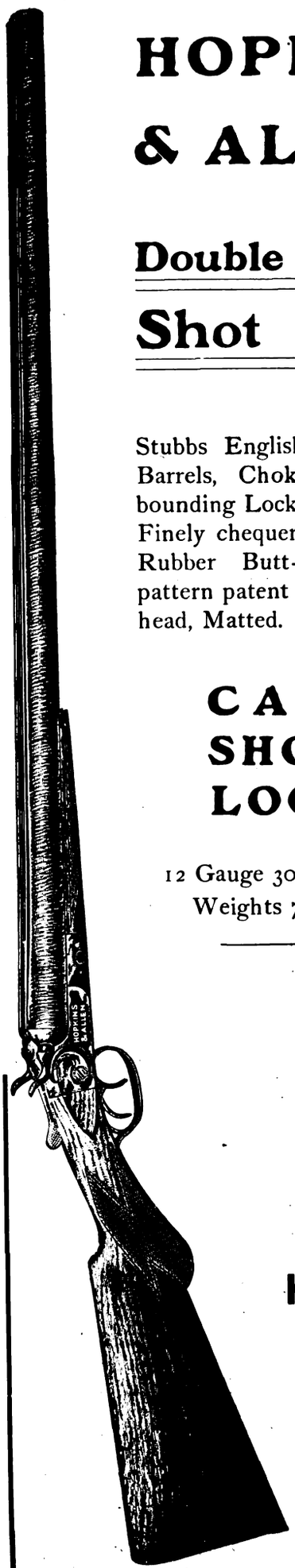
At a meeting the other day of the Chamber of Commerce, which includes in its membership a representative number of the city's wholesale and retail Hardware men, the following resolution was adopted:

"That we hereby respectfully request the members of the Senate and House of Representatives from California to cooperate with the War Department in any efforts made to secure appropriations from the National Congress for the erection in San Francisco of a military depot for quartermaster's stores and the construction of docks for the army transport service."

California's senior Senator, Hon. Geo. C. Perkins, who used to sell Hardware, was present at this meeting and delivered a much appreciated address.

Undoubtedly it is pretty generally known throughout the United States of America and all other enlightened countries that San Francisco is in the midst of preparation as never before, and has been for a month or so, that next month this city and State purposes setting a new record for hospitality, incidental to the meeting in this Far West metropolis of the Twenty-ninth triennial conclave of Knights Templar, an important coming event that already gives promise, says the railroad and water transportation lines, of a grand rally here of upward of 100,000 Sir Knights and their families. Noticing in to-day's (August 15) *Chronicle*, in a group of portraits of Sir Knights who are active workers in preparation committees, the familiar features of very Eminent Grand Commander of California, W. Frank Pierce, of Pierce Bros. Hardware Company, Oakland; Grand Generalissimo B. P. Flint, of the Flint Carriage Hardware Company, of this city, and Sir Knight A. A. Watkins, vice-president of the W. W. Montague Hardware Company, prompts me to add that the Hardware trade of this city and State and coast is very largely representative of the excellent order whose motto is *In hoc signo vinces*.

A new innovation in coast Hardware circles is embraced in the one more onward step in the advancing line of policy being pursued by the Dunham, Carrigan & Hayden Company. In other words the company has transferred to its main house in this city C. W. Gause, who during the last four years and more has been in charge of the company's New York office. Mr. Gause's new assignment is to do service as consulting and advisory factor in



HOPKINS & ALLEN

Double Barrel Shot Guns

Stubbs English Twist Steel Barrels, Choke Bored, Rebounding Locks, Pistol Grip. Finely chequered stock with Rubber Butt-plate. Purdy pattern patent fore-end, Dolls head, Matted.

CAN'T SHOOT LOOSE

12 Gauge 30-inch Barrels. Weights 7¼ to 8 lbs.

PRICE $16.50

BEST GUN VALUE

Hopkins & Allen Arms Co.

NORWICH, CONN.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

direct connection with the sales department, thus bringing all the house conditions into a very close connection.

The sight of a bleeding deer suspended at the entrance to the Osborn Hardware and Tool Company is a reminder to say that J. P. Eisenmann, president of the company, is roaming the nearby mountains with his gun, and furthermore to add that since the fifteenth of last month the open season for antelope, buck deer, moose and mountain sheep has been on, the crack of myriad rifles have been heard. For this first month of the three-and-a-half month season all of the gun stores and Hardware stores that carry sporting goods report that they have thus far sold more than the usual amount of guns and ammunition.

In the center of the salesroom of the Henry Gracey Hardware Company's store a handsome eight-hundred-dollar glazed office, with polished hardwood facing has been constructed for exclusive devotion to business pertaining to the California State Retail Hardware Association, of which Mr. Gracey is secretary. This State official of the trade reports everything connected with the business as between the wholesale trade and retail dealers is progressing in harmonious order throughout the State; that the rate-cutting ban of the recent past is no more heard of.

INDUSTRIAL PRESS ASSOCIATION.

EVEN SAD IRONS WEAR OUT.

I have a word of comfort for the sad-iron maker, that is to say, the manufacturer of sad irons, writes "Vulcan" in *The Ironmonger*. Hitherto that individual has had the sympathy of most of us because of the limitations with which his trade is invested. Sad-irons, for instance, are not subject to change of fashion, nor do they readily wear out; "age does not wither" them nor "custom stale." Hence it is not a bit of good piling them into the window and labelling them "last season's stock" or "sweeping reductions," or anything of that kind; nor is it any use offering them at thirteen to the dozen. People will not rush to buy them. One flat iron at a time is enough for most people, and too many for some. An American experimentalist has discovered, however, that when iron is heated to a high temperature repeatedly it increases permanently in bulk and becomes porous. If that is so, it is evident that when a sad iron has been in use for some time and has become expanded, and consequently porous, its capacity for acquiring and retaining heat must diminish considerably; hence, though the housewife may not as yet be aware of it, her sad iron is steadily losing tone—growing old, in fact—and if she would get the best economic results from her labors, it ought to be renewed.

ARMY AND NAVY STORES.

CENT PER CENT AND SOMETHING OVER.

The annual report of the Army and Navy Co-operative Society (Lim.), of London, better known as the "Army and Navy Stores," is a tantalizing document—tantalizing, that is to say, to the "unlimited" retailer whose struggle for existence is rendered so much harder because of these so-called "Co-operative Stores." The figures of the year's trading show that the average takings per working day exceed 10,000 pounds—in other words, the sales during the year ended February 1, 1904, amounted to 3,237,721 pounds, in addition to which "miscellaneous revenue" totalled 12,730 pounds. The gross profits were 492,527 pounds, and the working expenses 290,873, leaving a net profit of 201,654 pounds. As a balance of 47,773 pounds was brought forward from the previous year's trading a disposable balance of 202,365 remains after deduction of the income-tax and of the interim dividend paid. This surplus the directors propose to apportion in the payment of a final dividend of 7s. 6d. a share, free of income tax, in grants to the directors, auditors, and staff (1,700 pounds)), in placing 9,000 pounds to the provident, and 20,000 pounds to the contingencies fund, allowing 500 pounds for auditors' fees, and 1,500 pounds for discretionary retirement allowances for the Indian service of the company, and in carrying forward 52,008 pounds, or not much less than the fully-paid capital. A final dividend for the year of 7s. 6d. per share on a full-paid 4s. share is almost a return exceeding the dreams of avarice. It will take a good deal of price-maintaining to make a breach in such profits.

IS THE CLOSED SHOP ILLEGAL?

The number of strikes ordered is likely to be considerably reduced as the result of a decision handed down recently in the Appellate Court of Illinois. In the case of the Kellogg Switchboard Company, of Chicago, which turned in part on an agreement between employes and employers limiting the former in the company's shops to members of unions, the Illinois Court laid down this principle:

> Article one of the agreement strikes at the right of contract and provides that complainant shall employ none but persons of the several unions, thus discriminating in favor of one class of men and excluding all others. The agreement in question would, if executed, tend to create a monopoly in favor of the members of the different unions and is in this respect unlawful. Contracts, tending to create a monopoly are void.

The court holds further that a workman seeking work cannot be shut out by any such agreement as the one in question, from his right to contract with any employer. If such an agreement stands in his way, his lawful right is interfered with.

Such is the view of the highest Illinois court. It might be well if the point could be carried to the United States Supreme Court. But unless the parties in interest do carry it there, it will stand as a precedent. It strikes vitally at the principle of the closed shop; for, though it prevents no union man from going on strike against the employement of non-union men, it does operate to prevent agreements between employers and employees restricting work to union men.—*Mail* (N.Y.)

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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OUR BRITISH LETTER.

By our Special Correspondent.

London, August 13th, 1904.

THE PRESENT POSITION OF BRITISH TRADE.

British manufacturers and retailers, too, are considering the report of the Commission in reference to trade, which has been issued recently. The section now presented to the public deals with the iron and steel trades of Great Britain, and is a careful scrutiny into the present status of British trade and an enquiry into its development during recent years. The statistics of imports and exports of the country show startling figures, and reveal an undesirable position in reference to British imports and exports. The manufacturers of iron and steel have gained ground in the United States during the past two years, and the energy of American merchants and shippers has gone apace. American agencies have been opened up in this country, and Hardware goods introduced into the homes of British people. Ironmongers have helped on the importation of goods from over the water, and doubtless free trade and the absence of import duties here, have contributed in no small measure to the successful operations of Americans in their development of trade with Great Britain. Whatever measures may be considered necessary in the future, in order to keep up the balance of trade in the interests of the nation's prosperity, there can be no doubt that American goods will continue popular, and find their accustomed place in Hardware stocks. The low over-seas freights compared with the heavy railway charges for short distances inland give imported goods an advantage. British makers, with their heavy expenses and the powerful trade unions they have to contend with, are handicapped in their struggle for continued prosperity. The exports of Great Britain must go on rising in proportion to the export business of other countries, in order to keep up the commercial status and welfare of the people of these islands. It is, therefore, clear that something must be done by the government in order to stay unfair dumping and under-selling. Hardwaremen recognize this, and as each trader is one unit in the great building of the State, each one must take his share in the responsibility of working out a scheme for the welfare of all, not overlooking the continuance of friendly competition, and the interchange of commerce with the United States, upon which the rise and fall of imports and exports in Great Britain so largely depends.

AUGUST IN ENGLAND.

It is holiday time and wherever one goes "away on holiday" is the greeting. Travellers' sheets are mostly filled up with the same legend, and blank lines tell the same woeful tale. Retail ironmongers have had enough of Hardware, and are away at the seaside with their wives and families, disporting themselves in the briny or lolling about on the shore. Ironmongers' associations find it necessary to adjourn until September, "owing to so many members being out of town," and even the canvassers of trade journals fail to secure advertisements, either because makers and advertisers' agents have "left no instructions" or on account of "so many ironmongers are away in August, you know, and therefore no one will read an ad." So the excuses (?) run on, and ironmongers continue to enjoy themselves. There are some restless, energetic souls who stick to the ship, and others too careful to waste money upon idle pleasure, but the majority recognize that health-giving rest and a brief respite from the cares of commercial life, and the rush of modern business toil, is an absolute necessity, nowadays. If life is to be prolonged, the keen eye preserved without loss of fire, and the brain power in its full vigor, a suspension of worry must be obtained at all costs. So August is the general holiday month, and the seaside watering places are full to overflowing. To a certain extent a migration from the towns to the coast brings trade with it, and coast-town ironmongers stay at their places of business and gather in their harvest. Visitors, however, do not carry much Hardware trade with them, and hotel and restaurant keepers have already made their purchases of new culinary utensils and domestic Hardware. Still, some business is done by those ironmongers who sell fancy metal and other artistic goods suitable for presents. The practice of taking gifts for those who stay at home is still carried on to some extent, but the custom diminishes year by year as the habit of general holiday-making grows and extends. Cheap trains opening up inexpensive resorts, and the provision for all classes of excursionists and tourists, makes it possible for all to get a holiday, even if it consists only in an annual employers' outing, or a one-day's bean feast.

IRONMONGERS' ASSISTANTS.

The association movement in connection with the Hardware trade has passed through another phase in its career in consequence of the foundation of an association for assistants just formed at Liverpool. The institution of a scheme of annual examinations whereby assistants could obtain certificates of proficiency and carry about with them a guarantee that they were at least grounded in a knowledge of the rudiments of the business has shown them that their employers are willing to better their position and raise their status in the trade. This, coupled with the thorough go-ahead enterprise of T. A. Cookson, the secretary of the Liverpool Ironmongers' Association, has emboldened the assistants of Liverpool to form the first ironmongers' assistants' association in Great Britain. It is a step in the right direction and will tend to give assistants a *locus standi* in the trade, and eventually a voice of the discussion of trade matters in which their help may be beneficial to their employers. Ironmongers must learn to realize that the interests of both are identical, and assistants that their salaries have to be paid out of trade profits which must be earned. The evils associated with trade unions in this country arise, chiefly, out of want of harmony between masters and men, and the feeling, often created and fostered by paid officials, that the interests of the two parties are antagonistic. Such ideas are very unwise, and it is to be hoped that the associations of ironmongers' assistants now being founded will steer clear of all such ideas. A rule has been introduced into the constitution which provides that employers in sympathy with the association may become honorary members. There are many level-headed men among the managers and assistants at the Liverpool ironmongers' shops, and they will know how to "set the pace." Assistants' associations will spread, depend upon it!

BRITISH ENGINEERS IN AMERICA.

At a recent meeting of the Institution of Mechanical Engineers at Westminster, Mr. Wicksteed gave some interesting accounts of American works, some two hundred or which had been open to members of the Institute during their recent visit to the United States. He spoke of the different types of tools he had seen in American workshops, and expressed some surprise at the variety of methods adopted in different works. He considered one secret of success was the strong belief manufacturers and engineers have in their own methods, and the determination with which they pursued them to a successful issue. J. W. Spencer, of Newcastle-on-Tyne, said he did not find anything in America much beyond those plans adopted in the best establishments in Great Britain, but what astonished him most was the enormous enterprise and large plant and machinery laid down to do the work. In short, American manufacturers aimed at a large output, and were thus enabled to manufacture at bottom prices, and to place their goods on the market far more economically than manufacturers with small works and inefficient plant. It was stated at the meeting that British trade unions are largely responsible for the number of advanced skilled workmen emigrating from this country to the United States. It appears that many of the best and most advanced mechanics, rebelling against the pressure brought to bear upon them by trade unions, emigrate to a freer land where they are enabled to exercise their skill, and to give vent to their advanced ideas and superior knowledge. Such workmen are welcomed by American manufacturers, who recognize the advantages of superior craftsmen.

THE USE OF GAS HEATING AND COOKING STOVES IS ON THE INCREASE.

There has been considerable development during recent years in connection with the manufacture of gas stoves, both for heating and cooking purposes. The general use of gas cookers in almost every household has led to an enormous increase in the output of such stoves, and gas companies and private enterprise have popularized this method of cooking and heating. Scientific skill has been brought to bear upon the construction of burners, which at one time were very inefficient, and combustion has now been secured, so that gas cooking appliances can be used not only with perfect safety, but with economy. A more recent development takes the form of combination appliances by which cooking, heating and warming stoves all in one apparatus can be placed at the disposal of small households. These are admirably adapted to the requirements of small flats and model dwellings; they are also suitable for cottage homes, as their economical properties, coupled with the convenience of penny-in-the-slot gas

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GET IN LINE---SELL

ARMY AND NAVY

LIQUID GLUE

A 20TH CENTURY LIQUID GLUE

Increase Your Sales **Increase Your Profits**

The Best and Strongest Glue that Money, Experience and Brains has produced. **NOT A FISH GLUE.** A Pure Animal Glue. The only Animal Glue in Liquid Form made.

THIS GLUE will not Sour, Mold, get Brittle, Brash or Crumble.

STANDS MORE HEAT AND COLD. MORE EASILY APPLIED THAN OTHER GLUES.
SMOOTH AS OIL.
ALWAYS READY FOR USE.

Does More Work



Does Better Work

All size Cans—no Screw tops, Friction tops—easy to open and close.
Every drop can be used.

YOU WANT THE BEST GLUE. WE MAKE IT.

Let us quote you prices. Can we send you trial order?

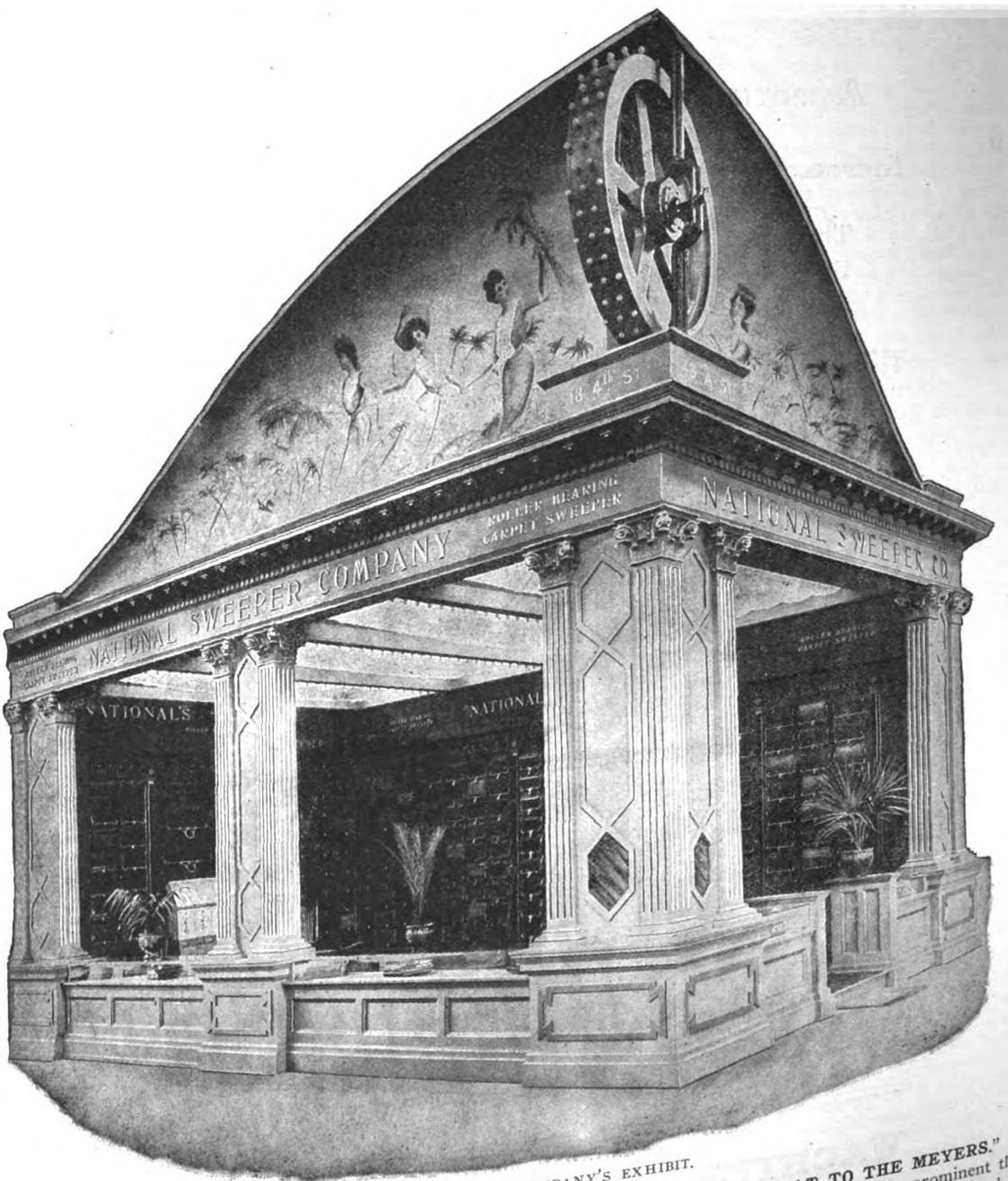
WACHTER MFG. COMPANY, BALTIMORE, MD.

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meters now available in every locality, should lead to their general use. American stoves, self-setting ranges and such appliances have often been introduced with good results in this country, but the British public has never taken kindly to the use of American heating stoves, especially those from which a sight of the fire is absent. Several French manufacturers have, however, got over the difficulty by introducing in this country some beautifully constructed French stoves, of light appearance, enamelled in an artistic manner, and so constructed as to give a bright, cheerful, visible fire. Such stoves for gas and also for wood and coal are gaining some popularity in Great Britain. Cleanliness and labor-saving properties are now fully appreciated, and are absolutely necessary in small dwellings, and especially in large towns where so many middle-class people reside in flats and maisonettes.

THE NATIONAL SWEEPER COMPANY'S EXHIBIT.

What is generally admitted to be the handsomest exhibition ever given of Carpet Sweepers is that of the National Sweeper Company, of Marion, Ind., at the World's Fair, St. Louis. The exhibit, which we illustrate herewith, is in the Manufacturers' Building, Block 12A, corner 4th and A streets. At the top of the booth is a handsome oil painting of life-size female figures in a field of golden rod. The large wheel at the top is an enlarged model of the famous roller bearing used on the National Sweepers. This wheel is 8 feet in diameter and is studded on the rim with electric lights; it revolves and turns on its axis, making a very attractive illumination. On two sides of the booth are large plate glass show cases, inside of which are shown models of the different sweepers manufactured by this concern. These models are constantly in motion, propelled by some mysterious power, and they naturally attract a great deal of attention and comment. On the other two sides of the booth in the interior are shown other models on the National's product set in panels, making an exceedingly handsome appearance. The pillars and ceiling are thickly set with electric lights, nearly 400 bulbs being used in the exhibit. One main feature of the exhibit is what is known as the Sheraton line; this sweeper is regularly made in marble wood imported from the Philippines, caramandel from Japan, and Seneca wood from South America, but in the exhibit a display is made of every known beautiful wood, nearly 100 different kinds being used coming from all parts of the world. The National Sweeper Company have established a reputation for handsome goods, and are manufacturing to-day Sweepers that sell as high as $20 each. The interior of the booth is arranged as a reception room, with writing desks, easy chairs, etc., and is in charge of one of the representatives of the concern and a demonstrator, assisted by a maid.

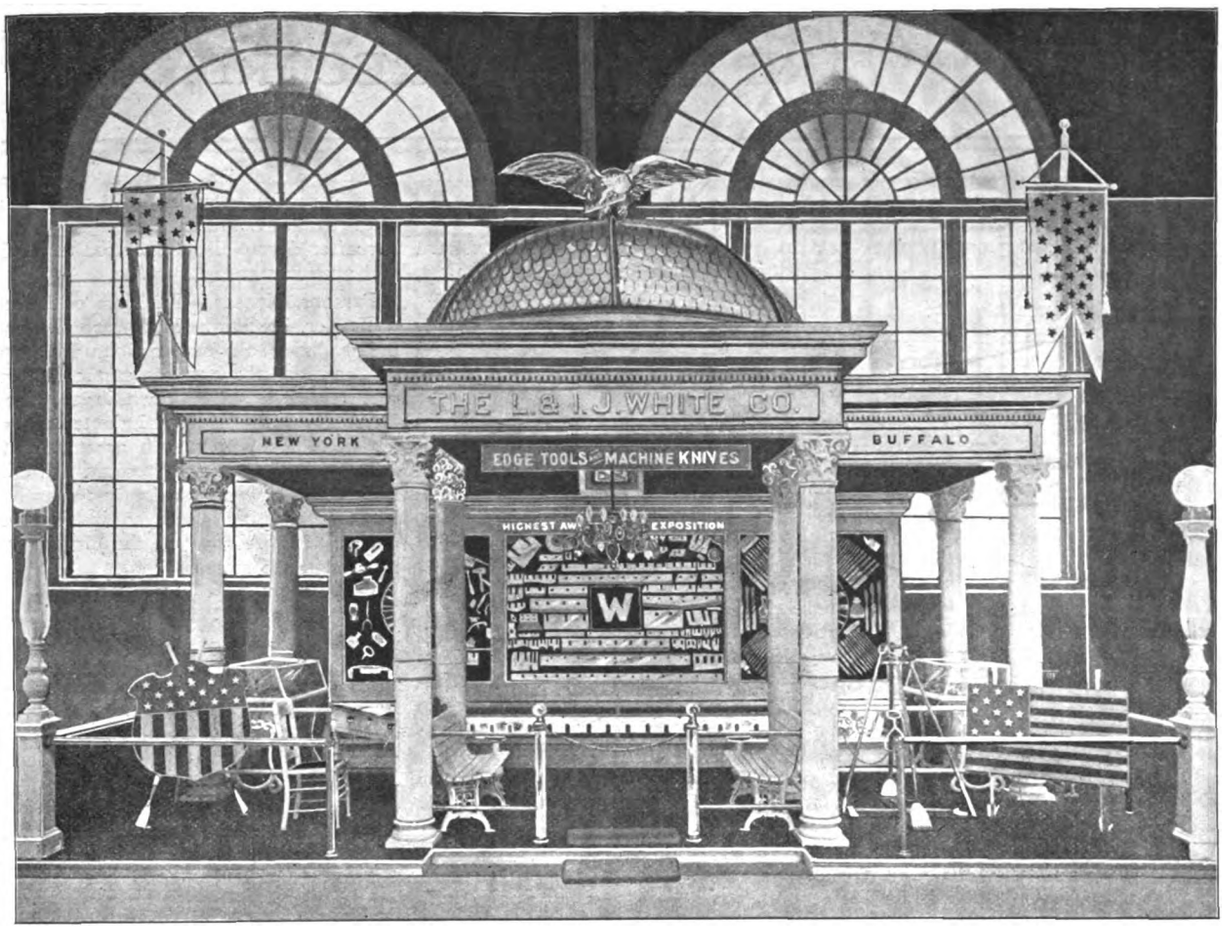


THE NATIONAL SWEEPER COMPANY'S EXHIBIT.

"TAKE OFF YOUR HAT TO THE MEYERS."

F. E. Meyers & Bro. have already made prominent the above significant line, but in order to tell the whole story and leave no doubt in the mind of what they mean, they have secured an advertising novelty which clinches it beyond dispute. To obtain one and see how successfully this is accomplished, you have only to drop them a line requesting it to Ashland, Ohio.

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L. & I. J. WHITE CO.'S EXHIBIT AT WORLD'S FAIR.

L. & I. J. WHITE COMPANY.

L. & I. J. White Company, Buffalo, N. Y., have a valuable display of their goods in the southeast corner of the Machinery Building of the World's Fair, to which they call the attention to the trade. In the exhibit will be found a full and complete line of knives and tools of the highest quality of workmanship. A visit will be interesting and will prove profitable. Their representative will be in attendance at all times and will be pleased to explain their display in detail and furnish any desired information relative thereto. They also have a display of cooper's tools in connection with the exhibit of the Chickasaw Cooperage Co., Memphis, Tenn., showing the sidderent steps in manufacture of cooperage, located in Space 34 in the Forestry Building. The L. & I. J. White Company are manufacturers of Edge Tools and Machine Knives, Coopers', Carpenters' and Ship Tools, Plane Irons, full line of Chisels, Butchers' and Ice Tools, planing, molding, paper, veneer, shingle and leather-splitting knives, shear blades, also cutting dies of every description.

(*Continued from page 22*)

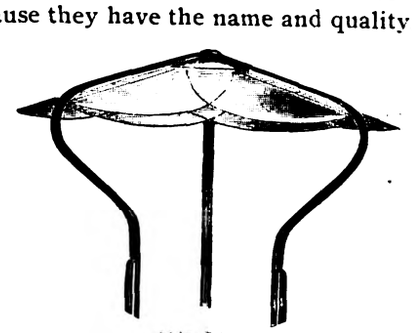
PATENTS EXPIRED AUG. 16, 1904.

368,194. COMBINED DOOR SPRING AND CHECK. J. M. Connel, Newark, N. J.
368,199. STEP LADDER. G. M. Edgar, Clarkston, Mich.
368,238. FOLDING IRONING STAND AND CLOTHES RACK COMBINED. J. Renner, Burlington, Iowa.
368,240. FASTENER FOR MEETING RAILS OF SASHES. A. Rippien, Reading, Pa.
368,248. HEEL NAILING MACHINE. J. W. Soule, Everett, Mass.
368,249. INCUBATOR. G. H. Stahl, Quincy, Ill.
368,250. CARPET STRETCHER. A. Stockdale, Wolcott, Iowa.
368,264. FOLDING AND SELF-SUPPORTING IRONING TABLE. A. A. White and C. R. King, Lampasso, Texas.
368,277. FISHING LINE REEL. W. B. Carpenter, Newark, N. J.
368,351. TOOL HANDLE. A. J. Peavey, Somerville, Mass.
368,353. TWINE HOLDER AND LIFTER. T. Porter, Philadelphia, Pa.
368,400. KNIFE CLEANER. R. W. Jamieson, Prince Albert, Saskatchewan, Northwest Territory, Canada.
368,470. NIPPERS. H. Hammond, New Haven, Conn.

The new water-supply system for the city of Tampico, Mexico, will require about 66,000 feet of iron pipe.

MUNSELL'S
Mica Canopies

for Lamp Chimneys and Gas Globes are the most satisfactory and salable because they have the name and quality.



3¼ in. Diameter.
Small Canopy No. 3.

We mine, import and manufacture **Everything in Mica** and sell our Standard Mica in assorted packages, of one — two — and three pounds, put up expressly for the Retail Trade.

Drop us a line about prices, mentioning HARDWARE.

Eugene Munsell & Co.
217 Water St., New York

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Aberdeen, Ala. — Henderson Hardware Company, Aberdeen, has been incorporated Capital stock, $50,000. Incorporators: W. S. Carlton, Jno. B. McFarland and others.

Au Gres, Mich.—William H. Schaitberger, formerly with Morley Brothers, has purchased the Hardware store of George Grimore. Mr. Schaitbeger has been with Morley Bros. the past six years. In leaving Saginaw he parted with many friends who wish him success in his business venture.

Chester, Pa.—Joseph Harper, who has been interested for some time here in the iron business, has purchased the stock of D. P. Paiste's Hardware store, and hereafter the business will be conducted under the name, "The Paiste-Harper Hardware Company." The store will be remodeled and finished in modern style. Mr. Paiste has been in business here for thirty-two years.

Des Moines, Ia.—Articles of incorporation of the L. H. Kurtz Company have been filed. The amount of the capital is $30,000, and the incorporators are L. H. and L. C. Kurtz. The company will take over the business of L. H. Kurtz, consisting of a Hardware stock and plumbing business. L. C. Kurtz will be secretary and manager of the new company, and becomes financially interested in the business, having been identified with it in the past as salaried manager.

Dispatch, N. Y.—Ernest A. Young and George W. Carr have opened a Hardware store in West Commercial street.

Indianapolis, Ind.—The William R. Watson Hardware Company, of Indianapolis, was incorporated to-day, with a capital of $15,000. The incorporators are: William R. Watson Martha C. Watson and James Watson.

Lansing, Mich.—Articles of association of the Dunham Hardware Co. were filed to cover the Dunham business interests at North Lansing. The capital is $20,000, and the stockholders are Paul E. Dunham and wife and Milo Walker.

McGregor, Texas.—Lyon Implement and Hardware Company, McGregor, has been incorporated with a capital stock of $10,000. Incorporators: F. M. Lyon, F. P. Lyon and J. W. Bradshaw.

McKeesport, Pa.—C. B. Sherrick opened a Hardware store in the Gongaware building on Fifth avenue.

McKeesport, Pa.—The Turner Hardware Co. has been incorporated at $7,000. Directors: George Turner, Margaret Turner, Nellie Turner, B. H. Pettes, H. J. McAllister, McKeesport.

Newport, R. I.—Russell Neiman, of West Marshall street, and Charles F. Frey, of Stanbridge street, have formed a partnership to carry on the stove, Hardware and general tinsmithing business. The firm name will be Neiman & Frey. The new firm have bought the interest of Margaret Neiman in the business at the Marshall street stand, and will continue it in all its branches, Mr. Neiman giving his attention to the store as at present, and Mr. Frey managing the outside work of the firm.

Ramseur, N. C.—The Watkins-Leonard Company has been incorporated. Object, the sale of Hardware, drugs and other merchandise, wholesale and retail. Authorized capital stock, $25,000 Incorporators: E. C. Watkins, W. H. Watkins, E. B. Leonard, I. F. Craven. Initial capital on which business begins, $10,000.

St. Clairsville, O.—Two well-known young Wheeling men, Stack Hoge and Arthur Brill, have formed a partnership and have gone into the retail Hardware business. The many friends of the young men will be glad to hear that they are getting along nicely, and that since their venture business has been excellent with them.

Scranton, Pa.—About the middle of August a new Hardware store will be opened in this city by E. P. Mitchell and Timothy Burke, who have formed a partnership for the purpose of engaging in that business. Their store will be located at One Hundred and Sixteen Penn avenue, and in it a big line of general Hardware will be carried.

Summerton, S. C.—A commission for a charter was to-day issued to the Summerton Hardware Company, of Summerton. The capital stock is to be $5,000. Messrs. J. C. Lanham and J. A. James are the corporators.

Toledo, Ohio.—C. G. Barton, who formerly conducted the Auction Syndicate on Main street, has purchased from Campbell & Cramer the M. W. Canfield stock of Hardware on Starr avenue. Barton took possession yesterday and will conduct the business at the present location.

Trenton, N. J.—The Trenton Hardware Company of Trenton, capital $50,000. Incorporators: Charles E. Borden, Walter Emmons, and Charles B. Everdell.

Wilkes-Barre, Pa.—Edward Brotherton is building a new store on Wyoming avenue and when it is completed he will open a full line of Hardware.

Changes.

Chattanooga, Tenn.—F. H. Woodworth, the well-known Hardware dealer, recently purchased the Fritz & Wiehl block and will move into this building about September 1.

Delta, O.—A member has been added to the Hardware firm of F. Briggs & Son, in the person of Marion W. Briggs, son of the senior member of the firm. M. W. Briggs has been associated with the Bissell Electrical Co., of Toledo, as traveling salesman.

Erie, Pa.—The managers of the Boston Store last night effected an agreement and signed articles with A. S. Pinney, the well known Hardware merchant at No. 724 State street, whereby they at once take possession of his store and the entire stock which at present crowds the counters. The addition of the Pinney store will greatly increase the business capacity and floor space of the Boston Store. The newly acquired store has a frontage of 27½ feet and is 150 feet in length. This entire store will be used for display and sales purposes as soon as plans can be perfected.

Great Falls, Mich.—The Great Falls Hardware Company, which has been running a branch store at Havre for several months past under the name of the Havre Hardware Company, has sold out the same to the Havre Commercial Company and will hereafter devote all its attention to the Central avenue store.

Parsons, Kansas.—The firm of Kennedy & Fowler, dealers in Hardware and implements, have sold out to John Maher and will continue the business at the old stand. Mr. Maher is well known in and around Parsons, having lived in Labette county all his life. He will have a great advantage in starting here on that account and doubtless will be able to build up an even better business that that enjoyed by his predecessor. Mr. Adams, of the old firm, will remain in the store.

Pine Bluff, Ark.—Fox Brothers, the Hardware dealers, are making extensive improvements in both their retail and wholesale buildings. Work began this morning upon their building on Main street, opposite the post office, to which another story is to be added. Hereafter all the wholesale business of the firm will be transacted at this place and the retail department will be conducted at their other store on Main street. The retail store is being improved by a new plate glass front and a new floor.

Rockford, Ill.—L. C. Patterson has been made manager of the Rockford Manufacturing Company, succeeding D. R. Lewis in that capacity. Mr. Patterson for eighteen years was connected with the Keystone Manufacturing Company. Mr. Lewis will remain with the company, continuing as secretary.

South Portland, Me.—Charles A. Tilton has sold out his Hardware business to Chas. J. Tilton and William E. Allen. They will conduct the concern under the firm name of C. A. Tilton & Co. The senior Mr. Tilton will retain his desk with the concern but will retire from the active business of the firm.

Windom, Minn.—M. D. Gates has sold out his Hardware store to G. P. Selzer, who is now in possession.

Winona, Minn.—In order that it may greatly increase its merchant trade in the Hardware line through this territory, the R. D. Cone Hardware Company, of this city, has disposed of its entire stock of bar iron, steel, blacksmiths' tools and supplies wagon makers' supplies, woodstock hardwood, lumber, etc., to the Nichols, Dean & Gregg Company, of St. Paul. The stock is now being placed in readiness for shipment to St. Paul; however, the Cone Company will be able to fill all orders in these lines until the stock has been shipped. W. J. Landon, of the Cone Company, states that in the future the company will confine its business to the merchant trade, and will handle a larger and more complete stock in the future than in the past. It is said that the next move of the Cone Company will be to dispose of its retail department in this city. While carrying the stock now sold to the St. Paul company it was necessary to have the retail department.

Woodward, Minn.—Morris & Miller, implement dealers, have dissolved, the business being continued by O. C. Miller.

Worthington, Minn.—S. M. Stewart has succeeded to the implement business of J. D. & W. I. Humiston.

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Perfect Typewriting Cannot be Secured Without These Two Essential Features.

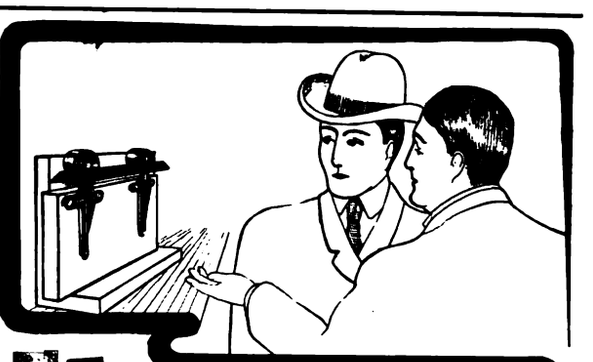
THE HAMMOND TYPEWRITER

Uniform Impression
Perfect Alignment.

--Don't embarrass
--The other
--Fellow by asking
--Him if he is
--Able to furnish
--This . . . .

The
Hammond Typewriter Co.
Factory and General Offices
69th to 70th Streets and
East River
New York, N. Y.

THE HAMMOND TYPEWRITER





Talking points sell goods, but if you depend entirely on the power of words to sell doorhangers the chances of sale are much less in your favor than if you had before you a full size display model Bischoff Doorhanger. Then you can indicate its ease of attachment, no cutting of door necessary, its great strength, supporting a weight of 2,200 pounds, and the angle shaped track which prevents clogging from dirt, snow or ice. Your customer sees with his eyes not his ears. It's the practical demonstration of these special features that sells Bischoff Doorhangers.

This piano finished display model doorhanger sent free with one dozen prs. of Bischoff Doorhangers, sent f. o. b. your city for $8.75 per dozen. Track 6½c. per foot.

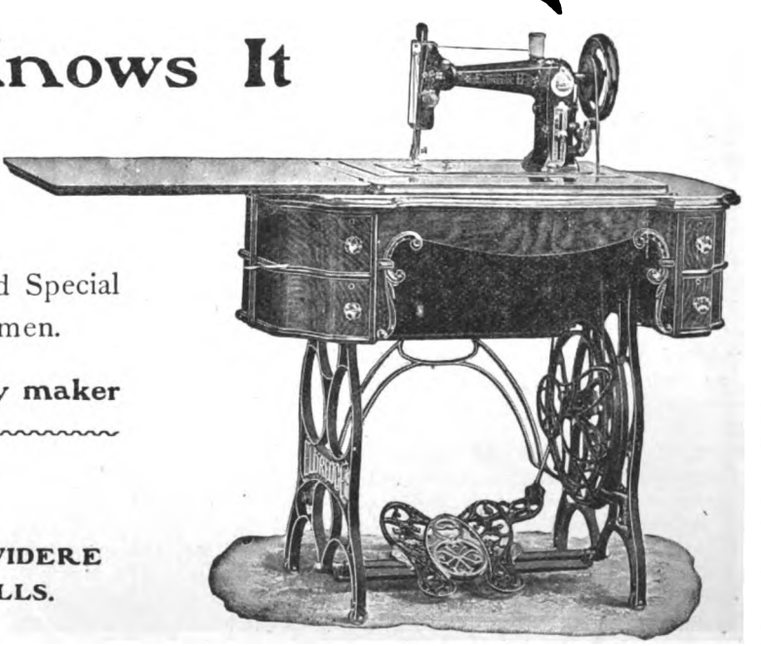
FRED F. BISCHOFF & CO.
Grand Ave. and Robey St., Chicago, Ill.

HARDWARE

"The Eldredge"

Everybody Knows It

and Respects It



We have an entirely New and Special proposition for Hardwaremen.

Write for it **It's a money maker**

SEND FOR QUOTATIONS TO

"The Eldredge" **BELVIDERE ILLS.**

NATIONAL SEWING MACHINE COMPANY

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Akron, Ohio.—The Safety Gas Burner Co. has been incorporated by C. J. McCormick, A. J. Rowley, Ira J. McCormick, S. G. Rogers and Laura A. Sellers. The capital stock is $20,000.

Chicago, Ill.—Aurora Light and Stove Works; capital, $2,500; manufacturing heating and lighting devices; incorporators: Karl C. Luehr, M. Bryon Rich, Ralph F. Potter.

Chicago, Ill.—Ideal Machine Company; capital stock, $50,000; manufacturing of machinery and tools. Incorporators: E. D. Wheeler, F. Mahoney and Charles J. O'Conner.

Chicago, Ill.—John Dompke Company; capital, $2,500; manufacturing Hardware; incorporators: Paul Carner, John A. Dompke and Lawrence N. Daleiden.

Hornellsville, N. Y.—The Truss and Cable Fence Company's plant situated on Cross Street near the railroad, is to be moved to Cleveland, Ohio, about September 1. The manufacture of the wire fencing for which the company owns patents will be continued in that city.

Magnolia, Ark.—Articles of incorporation were filed by the Magnolia Manufacturing Company. The company proposes to manufacture wheelbarrows and other articles of wood and metal. The capital stock is $50,000, of which $5,000 has been subscribed. The corporators are: J. L. Davis, D. M. Davis and C. E. Shumaker.

Manitowoc, Wis.—The Gunnell Tool Co.; capital stock, $5,000; incorporators: Elias Gunnell, Lynford E. Geer and Charles C. West.

Minneapolis, Minn.—The Homelite Company, manufacturers of novelties and Hardware specialties, filed its articles of incorporation yesterday. The capital stock is $25,000. Andrew G. Kelly, John Kelly and Bertha Kelly are the incorporators.

New York, N. Y.—J. M. Mossman Co., of New York city (manufacture locks). Capital, $60,000; directors: J. M. Mossman, T. F. Keating and James Hopkins, of New York city.

Philadelphia, Pa.—Henry M. Kreh, Herbert M. Christie and Richmond Parsons have filed with the Secretary of State the certificate of incorporation of the Imperial Rolling Window Screen Company, with a capital stock of $50,000. The particular purposes of the company are to manufacture an improved rolling window screen, the patents of which are owned by these men.

Quincy, Ill.—Lahan Stove & Manufacturing Company; capital, $25,000; manufacturing stoves and hollowware; incorporators: H. P. Behrensmeyer, Peter F. Miller, Edward J. Lahan.

Scranton, Pa.—Letters patent were recently issued by the State Department, two of the incorporators of which are women. The company receiving the charter is the T. M. Miller Company, which will engage in the manufacture of coffins and casket Hardware. Business will be started by the company with a capital of $50,000. The incorporators are: Sarah G. Miller, Maurice Miller and Myrtle B. Gay.

Spring City, Pa.—The Royersford Gas Stove Works, of this place, has again changed hands. Samuel Egolf, a well-known resident, has again purchased the plant, and with the assistance of his sons, Harry and Ellwood, will carry on the business.

Syracuse, N. Y.—The Syracuse Cutlery Company has been incorporated with a capital of $40,000 to manufacture razors and knives. The company will occupy the old county clerk's building.

Trenton, N. J.—Trenton Hardware Manufacturing Co., East State Street, Hamilton Township, Mercer County, N. J.; manufacture and sell Hardware; capital, $50,000. Incorporators: Charles E. Borden, Walter Emmons, Charles B. Everdell, Trenton, N. J.

Changes.

Albion, N. Y.—The assets of the Bromley Foundry Company were sold at auction to W. T. Bromley for $1,535. There were two electric motors, patterns, tools, machinery, manufactured goods, etc., valued at about $5,000. The capital stock was $10,000 and it is said that the stockholders will get back only about ten cents on the dollar.

Alliance, Ohio.—The Standard Bolt Works, one of the big manufacturing plants of the city, has decided to move to Fort Worth, Tex., where it will be nearer its source of supplies.

Birmingham, Ala.—The Empire Plow Company is enlarging its warehouse in order to meet the demands of its rapidly increasing trade. Recently the company erected another main building which covers a space of 40x160 feet and practically doubles the capacity of the plant. During the last year the Empire Company has spent over $20,000 for improvements. It is kept in operation over time filling the large number of orders that are constantly pouring in.

Bristol, Conn.—The Booth Manufacturing Company, manufacturer of brass Hardware, has sold its business to the Cheshire Novelty Company, of Cheshire, Conn.

Chattanooga, Tenn.—The H. Wetter Manufacturing Company has leased for a term of years the building formerly occupied by the Sequatchie Hoe and Tool Works and will at once remove the patterns, etc., and begin the manufacture in this building of their cheaper lines of stoves for which they have a large demand. Their new quarters will require about fifty additional men. The business of this company has steadily grown until they have now on their pay-roll three hundred and fifty men.

Detroit, Mich.—Chrysler & Koppin, refrigerator and cold storage equipment manufacturers, have recently purchased the easterly half of the Lowrie & Robinson lumber yard on Warren Avenue, at the Grand Trunk railway crossing, and have commenced the erection of a large factory.

Detroit, Mich.—The plant of the Stimpson Scale Co., which is located at Elkhart, has been moved here. It is the company's purpose to combine this with a branch in the Michigan city. The concern had over 100 employees at Elkhart and all these, together with their families, will migrate to Detroit.

Galesburg, Ill.—The Western Tool Co., which recently moved its shop from Chicago here, has begun operations in its new plant. This company makes a variety of small tools and specialties, including a new hose clamping tool.

New Britain, Conn.—President James S. North has issued the following statement: "The management of the New Britain Hardware Manufacturing Company has for some time had under consideration the desirability of discontinuing the manufacture of its general line of piano and organ Hardware and other special goods, competition in these lines being so keen that prices are unprofitable. A favorable opportunity arising to sell the buildings and real estate to Landers, Frary & Clark hastened the decision of the matter, and such a sale has been consummated. It is the intention of the New Britain Hardware Manufacturing Company to devote its energies to the perfection and manufacturing of a patented spring motor, controlled by it and used by the piano and organ trade. For the present at least the work will be done on the premises now occupied."

New York, N. Y.—The Findlay Axe & Tool Co., of Findlay, Ohio, has just established an office in this city at No. 35 Warren Street under the management of Max T. Christopher, who will attend to the jobbing trade in New England, New York, Pennsylvania, Maryland and part of Virginia, besides conducting the export department of the firm. This company manufactures a line of forged axes and tools together with new steel process axes, hatchets and adzes.

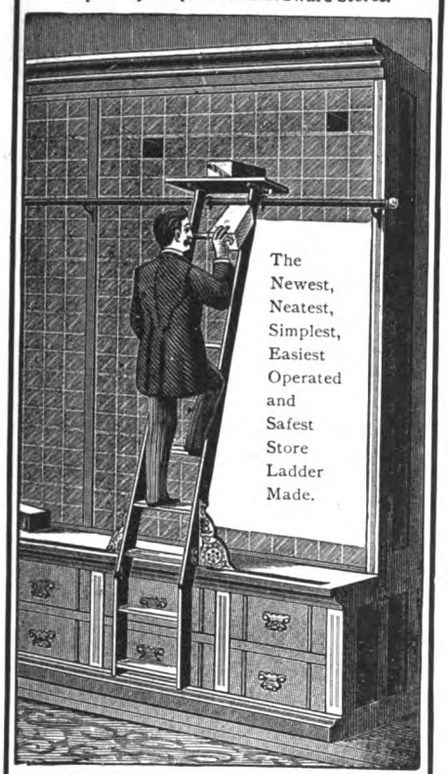
Rochester, N. Y.—The Lee & Morrison Company has found the stores on the Stone Street side of the Alliance Bank Building, occupied by it for a year past, inadequate to meet the demands of its rapidly increasing business, and has taken possession of the entire building at No. 24 Stone Street, adjoining the former quarters of the company. With greatly improved office facilities and spacious salesrooms the company is in better position to display the lines of the manufacturers whom it represents.

Superior, Wis.—The damaged Hardware stock of the Pease-Humphrey Hardware Company was sold to the Chicago Forwarding and Wrecking Company. The sale of the stock, however, does not mean that the Pease-Humphrey people will go out of business here as Mr. Pease announced that the firm would have a new stock and start up again at the same stand as soon as the building is put in shape for them.

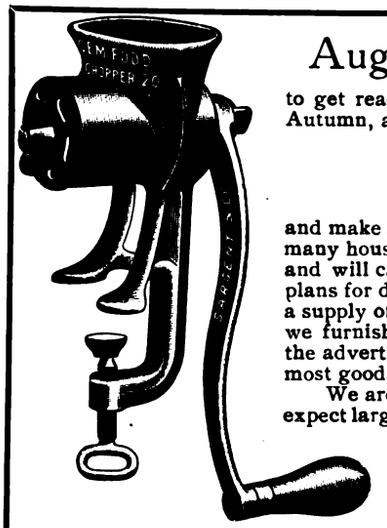
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Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.



August is a Good Month

to get ready for more active business this coming Autumn, a good time to look up your stock of

SARGENT'S GEM
FOOD CHOPPERS

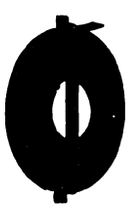
and make sure that it is large enough to supply the many housekeepers in your neighborhood who need it and will call for it. A good time, too, to consider plans for displaying and advertising the Gem, to get a supply of printed matter and the electrotyped ads. we furnish, to revise your mailing list so that all of the advertising sent out will go where it will do the most good.

We are planning to do larger things this year and expect larger business. Be sure you get your share of it.

Remember that display of the Gem at your County Fair

SARGENT & COMPANY, MANUFACTURERS

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BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
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Prices and terms right







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Catalogue and Prices cheerfully furnished

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Freeport, Ill.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Fremont, Ohio.—Joseph W. Thompson has purchased the stock of the Fremont Gun store and opened up for business.

Huntsville, Ala.—James F. Burnam, Milton Bamer and C. C. Green have incorporated the Wear-Proof Pneumatic Tire Protector Company, with a capital stock of $2,000, for the manufacture of a leather tire protector patented by Burnam.

Milwaukee, Wis.—The Merkel Mfg. Co. has changed its style and been incorporated as the Merkel Motor Co., with a capital of $200,000. The corporators are: A. B. Ferdinand and Joseph F. and William J. Merkel. They are adding automobiles to their productions.

Rahway, N. J.—D. R. Dunham & Son have been incorporated, with $100,000 capital; to manufacture and deal in coaches, automobiles, cars, bicycles and boats.

Changes.

Chicago, Ill.—The Chicago Sporting Goods Manufacturing Company has absorbed by purchase the entire movable plant of the Crockett Manufacturing Company of St. Louis and brought the whole outfit to Chicago. The machinery reached this city, filling two cars, and is being installed at the factory, 126-128 South Jefferson street. The purchase included the full equipment in every particular, dies, patterns, etc., also all the material not manufactured.

Chippewa Falls, Wis.—J. D. Hawley has disposed of his bicycle business at Eau Claire and has opened an establishment in this city.

Middletown, Conn.—Increasing business has made it necessary for J. F. Connery to remove from No. 224 Main street to larger quarters at No. 305 Main street.

New York, N. Y.—Fellows & Smith, of the Department store at Third and Westchester avenues, will add new departments to their store which will be improved at a cost of $20,000. There will be new departments for sporting goods, photo supplies and clothing.

Philadelphia, Pa.—The Pope Mfg. Co. has decided to close its branch store and to establish agencies there instead. The Pope store in Philadelphia, on Arch street, has been so closely identified with R. D. Garden, its manager, for so long that many know the place as Garden's establishment.

Rexville, N. Y.—The Empire Cycle Company is closing up business for good. The plant has been running for a number of years and has turned out several thousand bicycles. A number of skilled workmen will be thrown out of employment. It is said that the Motor Cycle Company which was organized here last year will remove to Waverly in the near future.

Taunton, Mass. — Edward McDonald, who has leased the store at No. 1 Broadway says that he will have his new place of business fitted in the best possible manner, and when completed he will use it for his jewelry department, together with phonographs, also a fine line of pianos, the latter being a new venture which Mr. McDonald is to take up. The place at No. 13 Broadway, now used as a jewelry store, will hereafter be devoted solely to the bicycle trade, with a repair shop located in the rear.

Fires.

Bangor, Me.—The loss by fire in the basement of the Bangor Sporting Goods Co. is estimated to be between $400 and $500 in goods stored. The damage to the building was slight. The loss was covered by policies in the agencies of Blake, Barrows & Brown, Henry Lord & Co., and Tyler, Fogg & Co.

Chautauqua, N. Y.—A fire which started in J. K. Miller's Hardware store extended to the bicycle store of C. L. Fox and completely destroyed it. No estimate of the damage is yet obtainable.

Elgin, Ill.—The Fauber Mfg. Co., one of the largest makers of bicycle parts in the country, and known everywhere as the originator of the one-piece crankhanger, at Elgin, Ill., was totally destroyed by fire. Recently there were some changes in the business of the Fauber Company, and it has been interested in the production of automobiles for a Detroit concern. Fourteen of these completed Marr automobiles and scores of others in various stages of manufacture were completely destroyed. The loss on the Fauber Manufacturing Company will be $175,000, with insurance to the amount of $150,000.

Embarrassments.

Allegheny, Pa.—A petition in bankruptcy has been filed by George E. Schmidt, a partner in the Keystone Cycle Co. He gives the firm's liabilities at $8,205.99, with no assets, and his personal assets as $160, with no debts.

Columbus, Ohio.—An assignment has been made by Walter B. Newhall, No. 23 East Gay street, for the benefit of his creditors. Harry H. Hawkins is named as assignee in the deed. The latter included all the book accounts, bicycles, sundries, fixtures, rubber goods, hose, matting and, in short, all the contents of the store.

Lancaster, Pa.—A petition was filed in the United States District Court at Philadelphia last week, asking that Horace B. Herr, trading as the Lancaster Cycle Company, be adjudged an involuntary bankrupt. Debts aggregating $700 are set out.

New Rochelle, N. Y.—Julia Weisskopf, dealer in bicycles, fishing tackle and cigars, has filed a petition in bankruptcy here, with liabilities $1,023 and nominal assets $1,629, consisting of stock $394 and accounts $1,235. Among her debtors are Rufus Hatch, $120, and John Mason, actor, $45.

Miscellaneous.

New Britain, Conn.—The Corbin Screw Corporation is adding front hubs to their productions, the idea being, of course, to have them of a pattern harmonizing with their coaster brake hubs, and thus increase the symmetrical appearance of the completed bicycle. The hub for motor bicycles is ready for marketing, and the one for the pedal propelled machines is well under way.

GERMAN TOOL MANUFACTURERS WANT PROTECTION.

The Association of German Tool Manufacturers, says James H. Worman, Consul-General, Munich, Germany, have urged the Imperial government to prevent the further inroads of American manufacturers upon their special branches. It is claimed that in the first quarter of this year the import of tools had more than doubled, having increased from 245 tons to 526 tons, and that in the second quarter the increase threatens to become even larger. They make a special point of the fact that he United States Government levies a tax of 45 per cent on German machines, against the German tariff of 5 per cent., and they insist that German machines are in no wise inferior to the American and that there is no need whatever for the introduction of American machines and tools into Germany.

The
IRISH MAIL
Is a business proposition to the dealers and is Handled by
THE LIVE ONES
Advertised for the dealers benefit.
Stoutest, neatest and best Car made.
SELLS AT SIGHT



"GEARED FOR SPEED"
A feature that is a salesman.
We tell everything in our catalog.
Write today.
STANDARD MFG. CO.
No. 566 Chase St.
Anderson, Indiana, U. S. A.

Our Catalogue is "Our Drummer."
It lists the largest line of general merchandise in the world, and is of special interest to hardware dealers. Its prices cannot be duplicated by any other house. It is free to any hardware merchant. Ask for catalogue CC461.
BUTLER BROTHERS,
NEW YORK. CHICAGO. ST. LOUIS.

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THE NEW

"INVINCIBLE"

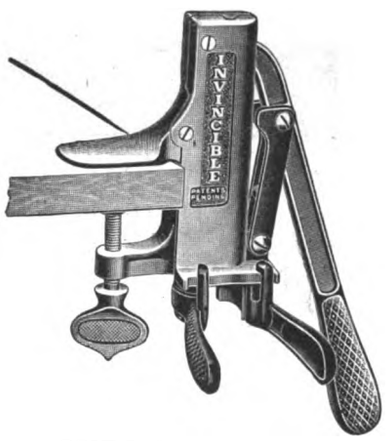
Patent Cork Puller

WITH SELF-CENTERING SAFETY BOTTLE GRIP

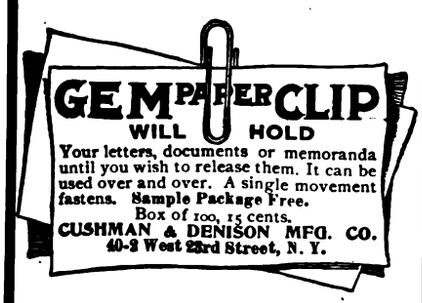
QUICK ✂ STRONG ✂ RELIABLE

Draws and strips cork in one single operation of handle. No cork can ever remain inside. No mistake possible in operation. No tearing of corks. No breakage of screws or bottles. Made in both nickel plate and bronze finish.

HUGO REISINGER, Manufacturer
11 Broadway, NEW YORK



BEST BAR PULLER MADE





Large 10 oz. Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Steve Polish Co.

CHICAGO.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Business Opportunity.

OWNER retiring from successful Hardware business offers to active experienced man whole or part interest. Look this up. Address Elston's Big Store, Norristown, Penna.

WANTED TO PURCHASE, Bankrupt Stocks or Discarded Patterns, and, in fact, anything in the Hardware, Paint or Stove line. Bael's Hardware Store, Trenton, New Jersey.

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York

Situation Wanted.

AS SALESMAN. Am at present employed but wish to change. Experienced in selling cutlery. Can give best of references. Address "K" care HARDWARE.

For Sale.

50 new cold weld seamless steel pressure tanks (20 gallons capacity, tested to 200 lbs) each complete with double acting liquid or air pump, valves and pressure gauge; guaranteed to be in perfect condition—never used; cost each $25; will sell the lot $12 each. Address "A. P." HARDWARE.

Wanted.

WANTED.—A position as salesman or bookkeeper in retail or wholesale Hardware store. Address, "Sales" Care of HARDWARE.

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THE PUBLISHERS OF HARDWARE want Agents everywhere to solicit subscriptions. We pay liberal commission and in many ways assist our representatives in getting business.

GOOD AGENTS WANTED TO SELL



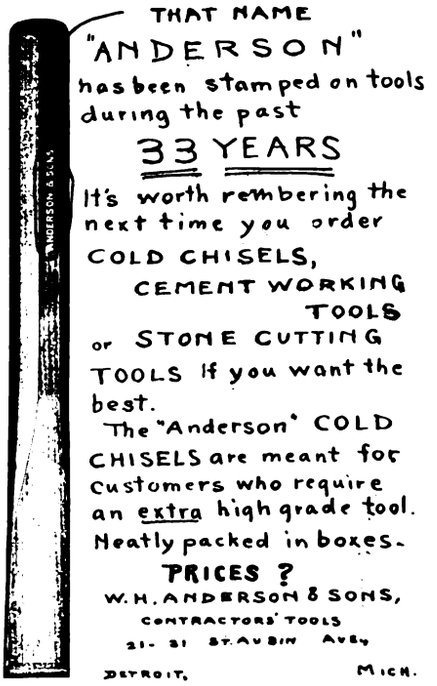


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Joist Hangers; Lawn Furniture; Fencing, etc.

VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.





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Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

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AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. *Send for Catalogue.*



Greenerd Arbor Press

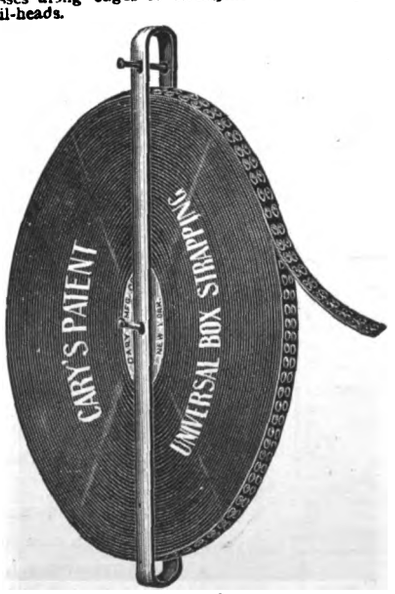
It Saves Marring, Upsetting, or Springing the Arbors; cleaning out the centres and taking off the dogs, etc., etc.

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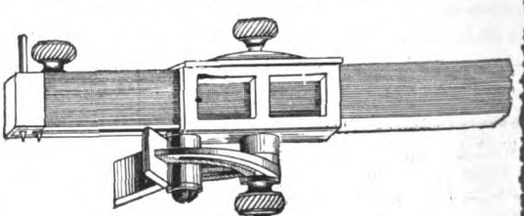
A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

You Can Fool



some mechanics all the time and all mechanics some of the time on the question of Marking Gauges but—you can't fool all mechanics all the time when you try to offer them a substitute for

Winslow's Adjustable Face Marking Gauge

Loosen its thumb-screw, adjust its face to any irregular surface, and it'll gauge it handily and quickly. That's why we've sold so many of them to wood workers.

They have found it to be better than other kinds.

Why not send us your trial order?

Mossberg Wrench Company,
Central Falls, R. I.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 68c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire,.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all ganges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)..20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 28 lb bag.....2.25

GUN WADS—@ 1000—

B. E., 11 up	$ .60
B. E., 9 & 10	.70
B. E., 8	.80
B. E., 7	.80
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P. E., 8	1.50
P. E., 7	1.50

15%

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E, 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tool Co.	@ doz
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net.....$2 00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1 00
Kohler's: @ gro.
Invisible, No. 8.....Net, $5.00
Perfect, No. 9.....Net, 7.20
Belt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....6¾@8¼c
Eagle Anvils, @ lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits, Car " , Machine Bits } 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 32...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....60&5&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable....$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co..25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, @ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3.25
German Pattern, net.....$1.50@4.75
Mayhew's Diamond @ doz. $1.25..40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....88c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch @ doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, @ doz. $7.50; No. 20, @ doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Stanley's Excelsior, No. 1. $7.50; No 2. $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9 50

HATCHETS—

Hunt's Underhill's Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓&5
Boys Axes.....33⅓&5.
D. Simmons & Co.:
Broad, Shingling and Claw, Lath, Hunters', etc., Picks and Mattocks } 50&10%
Peck Edge Tool Co:
Hatchets, Shingling, etc..33⅓ & 5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets..33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9 00 "
200 " ¼ bbls.....} .08½lb
375 400 lb " .....}

Balances, Spring—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....30%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....25@30%
Tinned, each, $10 50.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@33⅓&10%
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....75%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....70%
Western, Sargent's List....70@70&10%

Bellows—

Blacksmiths'.....65&10%
Hand.....35&10%
Moulders'.....35&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched...45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10½c
Standard	10½c
Standard Manila	11½c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular.....45%
Extension:
Barber's, @ doz. $15.00.....45@50%
Ives' @ doz. $30.00.....60&10%

Bit Stock Drills

See Augers and Bits.

Blind Adjusters—

Domestic, @ doz. $3.00.....33⅓&5
Excelsior @ doz. $10.00....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity @ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Hartz' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves...60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....10%
Wrought Barrel.....75@60%
Wrought Barrel Bol's, Griffin's 75&10%
Wrought Square.....50@50&10%
Wrought Shutter, Standard list..40&10&10@50&10%
Wr't Sunk Flush, Sargent's list..50@50&10%
Wr't Sunk Flush, Stanley's list. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....70&5@75%
Machine, Plain Nuts.....75@75&5%
Carriage, Common.....70&10@75%
Phila., Eagle, list May 24, '99.....80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND FLUE—

Flue.....65&10%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....30&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		.5 &10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Scrapers—
Bradley's.....20%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,".....30&10&10&10
Standard Metal Strap Co's:
Eclipse.....20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&10%
No. 208½@214½.....50&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....60&10@60%

Brackets—
Brackets, Griffin Folding.....70&10%
Brackets, Griffin's Pressed Steel.....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's in broken cases.....60&10%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list.....40&10 @60&5%

Bracket Saw Frames—
Millers Falls Co.....25&10%

Bracket Sets—
Millers Falls Co.....33⅓&10

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's.....₩ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—
Standard. List, June 24, 1903 90@90&10%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.60

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓&40%
L. & I. J. White.....8 %
Plumbs.....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—
Ordinary Black Handle.....35%
Humason & Beckley's.....40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Wrought Brass, list Sept. '96 20@20&10% &5%

CAST IRON—
Loose Joint.....70@70&10%
Loose Joint, Japanned.....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin.....70@70&10%
Mayer's Hinges.....70@70&10%
Parliament Butts.....70@70&10%
Fast Joint, Broad.....50@50&10%
Fast Joint, Narrow.....50@50&10%

WROUGHT STEEL—
Table and Back Flaps.....75% } Extra 10% to 10&10
Narrow and Broad.....75%
Inside Blind.....75&10%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....60&20%
Japanned, Ball Tip Butts.....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%

Calipers—
Bemis & Call:
Double.....65%
Inside and Outside.....65%

Can Openers—
American.....₩ gross, $1.75@$2.00
Goodell's Acme.....₩ gross, 6.00
Hopper's.....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $3.00@2.25
Phoenix.....4 %
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel.. ₩ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ₩ doz., $3.00.....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel.....70%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent's.....70&10%
Weltons.....70&10%

Chain—
American Coil and Halter Chains:
"American".....40@45&10%
"Niagara".....45@50&5%
"Eureka".....45@50&10%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$6.00
¼	5.30
5-16	4.15
⅜	3.75
7-16	3.60
½	3.50
9-16	3.45
⅝	3.30
¾	3.25
⅞	3.50
1	3.15

Covert Mfg. Co., Breast Chain... } 40 & 2½
Covert Mfg. Co. Halter Chain..
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain
Covert Mfg. Co., Stallion Chain..
Galvanized Pump Chain 4½@4¾c
German Coil, list July 94, '97...60&10@60,10&10%
German Halter Chain, list July 94, '97 60, 10&10%
Jack Chain, Iron.....60&10@60&10&5%
Jack Chain, Brass..60&10@60.&10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains:
New List.....60@60&10%
Bridgeport Trace chains.....65%
Stake " 65%
Heel " 90%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45% &2%
Hemp.....45% &2%
Jute.....40&5% &5%
Sisal.....80%

Chain Guards—
Aluminum S. & N. Co.....50

Carpet Stretchers—
Montross' "Excelsior,"...₩ dos., $6.00.....30%
Bullard's.....33⅓%
Cast Iron Steel Points.....₩ dos., 80c
Socket.....₩ dos., $1.75@$2.00

Carpet Sweepers— ₩ doz.
National Sweeper Co., Marion In
Marion Roller Bearing, Regular finishes, full Nickel..... $24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned..... 20 00
Marion Queen, Roller Bearing Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 0
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel..... 20 00
Perpetual, Regular Bearings... 18.00
NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots

Cherry Stoners—
Enterprise.....35@30%
Goodell's Family.....net ₩ dos. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes.....70%@70&10
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&5&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co
Tanged Chisels.....30&10%
Tanged Gouges.....40&10%
Tanged Firmers'.....40%&10%
Tanged Gouges.....40%
L. & I. J. White,.....25&5%

COLD CHISELS—
Good quality, ₩ lb.....13@16c
Snell's Best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk— ₩ doz
Challenge Shank.....$3.25
Star Shank.....4.00
Star Socket.....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '96, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century.....20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 7 & 10 @ 75%

Coffee Mills—
Box and Side.....60%
Enterprise Mfg. Co.....25@30
Lane Bro's Co.....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers. 70&10%@75%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@25&5%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson.....₩ doz $10.00

Corn Hooks— ₩ doz
Kretsinger Cut Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net $1.50

Counter-inks—
Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List.....30%

Dixons:	₩ gro.
Eclipse	7 in. $3.75 9 in. $4.25
Emerald	5.00
Oriole	5.00
Rainbow	3.12
Solid	7.50
Tailors, Black $5.62. Red & Blue	$9.00

Curry Combs—
Kohler's.....40%
The Metal Stamping Co. Ideal,.....20&10%
Perfect.....40%
Rubber, ₩ doz. $7.50.....20&10%
Southington Cutlery Co.'s.....25&10%

Cutlery—
Fosters, Pocket.....35%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40&10%
Walter B. Stevens & Son:
Brass.....40%
Embossed Glit.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....60@60&10%
Home.....50&10%
Ogden's.....33⅓@40%
Pullman's Screen.....₩ doz. net $4.50

Door Holders—
Empire.....50%

Door Springs—
Gem (Coil), list Oct. '96.....20%
Pullman, Perfect.....20%
Pullman, Coil.....30%
Star (Coil), list Oct '96.....30%
Torrey's Rod, 39 in. ₩ doz., net...$1.35
" " 48 in. " " 1.80
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners—
Iwan's Adjustable.....35%
Iwan's Stationary.....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list.....75&10%
Sargent's List.....60

Drawing Knives—
Standard Wakes.....70@70&10
Adjustable Handle.....2 @35&10%
Bradley's.....40&5%
Jennings & Griffin.....65&2&10%
Wairons.....16⅔&10%
L. & I. J. White.....20@35&2%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3 00.15&10%
Stearns' Bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00 Adjustable No. 10, $12.00.....33⅓%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg.....30%
Enterprise Mfg. Co.....25&10%

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Egg Beaters—

Taplin Mfg. Co.: ₩gro.
No. 60 Improved Dover.....$6.00
No. 75 Improved Dover.....$6 50
No. 100 Improved Dover.....$7.00
No. 102 Improved Dover, Tin'd $8.50
No 150 Improved Dover, Hotel $15 00
No. 153 Imp'd Dover Hotel T'd $17.00
No. 200 Imp'd Dover Tumbler $8 00
No. 202 Imp'd Dover Tumble Td $9.50
No. 800 Improved Dover Mammoth, ₩ doz..... $2.50

Escutcheons—

Wood..... .25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz

"Challenge"..... $3.00
Popes..... 3.00
Wilkinson's..... $3.00 net
Westerholm's..... $3 25

Faucets—

Frary's Iron Petroleum .....70@70&10%
John Sommer's "Peerless," Tin Key..... 40%
John Sommer's "Boss," Tin Key...70%
John Sommer's "Victor," Metal Key..... 50&10%
John Sommer's "Duplex," Metal Key..... 60%
John Sommer's "I. X. L.," Cork Lined..... 40%
John Sommer's "Reliable," Cork Lined..... 50&10%
John Sommer's "O. K.," Cork Lined..... 50%
John Sommer's "Chicago," Cork Lined..... 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50%

SELF MEASURING—

Enterprise ₩ doz. $36.00..... 40%
Lanes..... $10.10&2½

Files—

DOMESTIC—

New List, Nov 1, 1899.

American..... 75&5%
Arcade..... 75&5%
J. Barton Smith..... 75&5%
Disston's..... 75%
Disston's Superfine..... 50%
Eagle..... 75%
Great Western..... 75&5%
Kearney & Foot..... 75&5%
McClellan..... 75&5%
Nicholson..... 70&10%
Nicholson's X. F. Files..... 90@90&10%
Royal..... 80@80&10%

IMPORTED—

Stubs..... Stubs' list, 30@30%

Filters—

Acorn..... $ ₩
Pulper's Natural Stone $8.50@$13.50
Subject to trade discount

Fish Hooks—

Amer Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78 00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler .....₩ doz. 30.00
Gun Cleaner..... ₩ doz. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield .....₩ doz 3.00

Fish Scalers—

Dovert's Saddlery Works:
Great American..... 60&20%

Forks—

Geneva:
Two-Tine Hay and Boy ...50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines..... 50&10&5%
Four-Tine Hay..... 60%
Long Three Tine, Grain, &c.. 65%
Long Four-Tine Header, &c 65%
Alfalfa, Deep Dish Header 65%
Three-Tine Baler..... 65%
Four-Tine Baler..... 65%
Barley and Grain..... 60&20%
Champion Hay..... 66⅔%
Champion Manure .....60&15&2½%
Champion Header..... 65%
Four Tine Manure .....60&15&2½%
Five and Six Tine Manure 66⅔&2½%
Spading Forks..... 70&2½%
Potato Digging..... 60&10%
Baling Press..... 60&12½%
Stable and Fish..... 50&10&5%

HEAVY FORKS—

Vegetable Scoop .....
Sugar Beet.....
Barn.....
Sluice.....
Cotton Seed..... } 40&10%
Coal and Coke.....
Stone.....
Tanners'.....
Shaving.....
Oyster.....

Fruit, Wine and Jelly Presses.

Enterprise..... 30@25%

Fry Pans—

Standard List.....70&10

No....	0	1	2	3	4
₩ dos.	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₩ dos.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Clapboard..... 25&10%
Disstons' Mortise..... 70%
Marking, Mortise, etc.. 50&10@5&10&10%
Stanley's..... 20@20&10&10%
Starrett's Surface, Center and Scratch..... 25&10%
Wire, Morse's..... 25%
Wire, P. S. & W., low list ..30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr. $4.00@$4.25
Double Cut..... 40&10@60%
Metal Head..... 50&10%
Wood Head..... 50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid .....25&25&10%
Mystic..... 40%
Martine..... 40&10%

Glue Pots—

Enameled..... 40%
Tinned..... 25%

Graters—

Enterprise..... 25@25%

Graphite, Lubricating.

Dixon's Pure Flake
632- 1 lb. cans, ...20 cts ea.
633- 5 " screw top tin cans, 85 cts. ea.
634- 10 " " " $1.60
644- 25 " boxes,..... 15 cts. lb
645- 50 " " ..... 14½ cts. lb
646-100 " kegs,..... 14 cts. lb.
647-360 " barrels..... 12 cts. lb.

Grindstone Fixtures—

Cronk's..... 30%
Forest City..... 30@30&10%
Sargent's Patent..... 60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light..... 60&10%

Gunpowder—

See Ammunition

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters .....40&5%
Sisal Rope..... 35%
Web Halters..... 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail..... 10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack.....₩ doz. net $2.50
Maydole's..... 33⅓&5@40&10%
Sargent's New List..... 40%
Fayette R. Plumb:
Plumb, A. E. Nail..... ⅓&7½%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers .....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb ... } 75@75&10%
3 to 5 lb 40c lb.. ....
Over 5 lb 30c lb ...
Wilkinson's Smiths.... 9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute..... 40&5%
Sisal..... 20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's..... ₩ doz..$15.00

Handles—

WOOD—

Auger, assorted .....₩ gr. $2.75@3.00
Auger, large .....₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 3½..... 40%
Axe, Pick, etc .....50@5 &10
Bliss Mfg. Co.
Chisel.....
Brad Awl ..... } 25@33⅓%
File.....
Auger.....
Soldering Iron .....
Brad Awl.....₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ doz., net 1 50
File, assorted ..... ₩ gr. $1.40@1.80
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet,..... 50%
Hoe, Rake and Fork ..... 50&10
"Simplicity" File Handles, ₩ gr. $ .90@1 50
Saw and Plane..... 40&10@50%
Shovel and Spade, Wood D. Handle, 40&5%
Shovel and Spade, Long Handles 50&5%

CROSS-CUT SAW HANDLES—

Atkins..... 40&5%
Champion..... 45@45&10%
Disston's..... 50%

Hangers, Barn Door—

Old Pattern..... 60&10%
New England..... 66⅔@70%
Chicago Spring Butt Co.:
Fraction..... 25%
Oscillating..... 25%
Big Twin..... 25%
Lane's Covered..... 50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's:
Standard..... 50&10&10&5
Special..... 50&10&10&5
Track for same.....₩ 100 ft. net, $3.75
Cronk's:
Nos. 1, 1½, 2 & 3.. .....60&10%
Nos 11, 12 ..... 70%
Nos. 21, 21½, 22..... 60%
Nos. 32, 50..... 60&20%
No. 44 ..... 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs.....60&10%
Myers' Stay-on ..... 50&10%
Wilcox's New Century..... 50&10&10%

Hangers, Garment.

Pullman's.....₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard.....net. $3.85
Ball Bearing 4.15
New Model 3.85
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B.458, 40 drawers, no partitions, run. ft., $3 60; net each $50.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each 36 47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54 28

OAK BASES—

No. 1700 open base with center shelf, run. ft., $1.85; net each 15.40
No 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1703, with two adjustable center shelves, run. ft., $2 75; net each..... 22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22 57
No 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each..... 25 84
No 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's..... 50%
McKinney's "Perfect," $1 10 ₩ doz.50%
Wrought..... 85&10@90%
Wrought, Stanley 80%
Wrought, Griffin..... 80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track..... $7.00
Myers Unloader, Wood Track.. 7.00
Comb. Car, Double Steel T..... 7 00
Comb. Car, Wood Track 7 00
Rev. Car., Double Steel Track . 7.00
Rev. Car., Wood Track..... 7.00
Myers Unloader, Cable 7.00
Myers Unloader, Single Rail.... 7.00
Sure Grip Sling Car, Steel or Wood Track..... 12.00
Double Rail Steel Track, complete with clamps..... ₩ ft.....
Single Rail Steel Track complete with clamps..... ₩ ft. .20
D. H. Fork, Steel Regular ..each, 1.00
Nellis Fork ..... each, 3.00
Double Grapple Fork ..... each, 7.00
Sprout's Shear Fork, each 1.50
Walker Fork, each 2.10
Common 6 in. Wood Sheave Pulley Fig. 483..... ₩ doz. 3.20
Faultless Steel Frame K. P. Pulley, Fig. 485 ..... ₩ doz. 4 00
Faultless Steel Frame 6 in Plain Pulley, Fig 485 .. ₩ doz 3.50
Malleable Frame K. P. Pulleys, Fig. 476..... ₩ doz. 4.60
Reed Wood Frame Pulley with Hook, Fig. 484 .....₩ doz. 4.00
Steel Frame Pulley with Iron Sheave Fig. 565, ₩ doz 3.20
Floor Pulley, Wood Sheave, Fig. 486 ..... ₩ doz. 4.20
Hanging Hooks for Double Steel Track ..... ₩ doz. 1.40
Hanging Hooks for Single Steel Track ..... ₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in ..... ₩ doz. 1.00
Hanging Hooks for Wood Track, 16 in ..... ₩ doz. 1.80
Floor Hooks 3¼ in..... ₩ doz 1.40
Malleable Rafter Brackets, ₩ doz. .70
Wrought Rafter Brackets ₩ doz .70
Rope Hitch..... ₩ doz. 3 20
Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge, ₩ doz. net $9.50
Iwan's Hay, Imp. Serrated ₩ doz. net..... $10.00
Kohlers, Hay, Sickle edge per doz net $10
Auburn Straw..... 40&10%
Weymouth, Pat..... 65&5%
Wadsworth's ..... 40&

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net.....$8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap. { 6 to 12 in., ₩ lb. 8½c. / 14 to 20 in., ₩ lb. 8½c. / 22 to 36 in., ₩ lb. 8c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges.....80&5% } Extra @ 10&10%
Heavy Strap Hinges... 80&20&10%
Light T Hinges ..... 75&10&5%
Heavy T Hinges..... 75&5%
Extra Heavy T Hinges .....80&20%
Hinge Hasps 70%
Corrugated Heavy Strap 80&20&10%
Corrugated Ex. Heavy T ....80&20%

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B Floor Hinges..... 40%
Bardsley's Patent Ch cking 15%
Chicago Spring Butt Co.:
Chicago Spring Butts 25%
Triple End Spring Butts 50%
Chicago Ball Bearing Floor Hinge 10%
Garden City Fire Engine House Hinge..... 2 %
Chicago Saloon Door Hinge ..... 2 %
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E., ₩ doz. $7 80..... 60%
N. E. Reversible, ₩ doz. $5.60..... 60%
N. Y. State, ₩ doz. $4.90..... 60%
Western, ₩ doz. $4.80..... 60%

BLIND HINGES—

Parker..... 70&10%
Sargent's, Nos, 1, 3, 5, 11, 13.... 70&10%
W. H. Co.'s No. 2 Mortise Gravity. 40%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ₩ doz. sets 30&10%

Hitching Cords—

Covert Mfg. Co..... 45% &2%
" " " .....
Hitchers Stall..... 35%

Hoes—

Columbian, Field and Washington Co ..... 70&10%
Meadow and Rhode Island..... 55%
Ladies', Boys' and Toy ..... 70&12½%
Onion, Turnip and Nursery..60&5&12½%
Street and Mortar..... 70&10&1½%
Blackland or Southern Meadow..75&0%
Geneva Planters'..... 75&12 5%
Straight Shank Planters ..75&10&5 1½%
Mississippi Planters' .. ....75&10&5&1½%
Geneva Cotton.....₩...70&10&1½%
Ladies' Cotton..... 75&7½%
Cotton Chopper..... 75&12½%
Rough and Ready Cotton..... 75&10%
Weeding Hoes ..... 66⅔&150
Turf Edgers..... 50&15%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, 1st Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $2 50

WHITE ENAMELED-WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%
CAST IRON—
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....₩ doz. $1.35
Wrought Staples, Hooks, &c. See Wrought Goods.
MEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%
WIRE—
Atlas, New List, Single cases.....70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%
MISCELLANEOUS—
Belt.....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks...35%
Grass, Wadsworth's.....60%
Cronks Grass.....₩ doz. $3 00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10	
A. C.		26c	23c	22c	21c	21c	40&5%
American, all sizes							9½c net
	Nos.	6	7	8	9	10	
Anchor & New Haven		23c	21c	20c	19c	18c	40%
	Nos	6	7	8	9	10	
Ausable		28c	26c	25c	24c	23c	50&10%
C. B. K		25c	23c	22c	21c	21c	40%
Capewell		19c	18c	17c	16c	16c	10&5%
Champlain		28c	26c	25c	24c	23c	40@40&10%
Clinton Fin		19c	17c	16c	15c	14c	80&10%
Essex		28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes							9½c net
Maud S		25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₩ lb							12c
Northwestern		24c	23c	22c	21c	20c	25@25&5%
Putnam		23c	21c	20c	19c	18c	33⅓%
Vulcan		23c	21c	20c	19c	18c	25&10%
Western							9½c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4 00
Steel, per keg.....3 85

Horse Ties—
Covert Mfg. Co.:
Cotton.....45&2%
Hemp.....45&2%
Jute.....40&5&5%
Sisal.....30%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&20%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ₩ doz. $6 00 25@30%
No. 34, ₩ doz. 15 00 25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.800 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead. ₩ gr.....$1.25@1.50
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door.....Net, $2.00

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S. C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....35@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₩ doz.	$12.00	$15.00	$24.00....80%

Kobler's:
Daisy.....net, per dozen$7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co.....$35.00

Leaders, Cattle—
Covert Mfg. Co.....35%

Leads—
Covert Mfg. Co.
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5&5%
Sisal.....30&5%

Lead Pipe, Etc. ₩ lb
Bar Lead.....5½@6c
Block Tin Pipe.....35@37½%
Lead Pipe, full lengths.....5to5¾
Lead Pipe, Tin Lined.....12½c
Sheet Lead, full rolls.....6½c

Lemon Squeezers.
Berger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40.....20%
Hotchkiss, Straight Flush, ₩ doz. $2.60
Jennings' Star.....₩ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....
Porc. Lined, Wood.....₩ doz.
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6 25@6.50.

Letter Box Plates—
Sargent's.....50@50 &10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....2 &10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....20&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50.....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Col. ₩ doz. $7.50 20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co.....40%
R & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....40&10%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9 00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....85&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....60%
TRUNK—
Corbin's.....25&10%
Eagle.....40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&50%
Lignumvitæ.....45@5&50%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....70%@70&10%

Meat Cutters—
American.....30%
Nos... 1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $60
Dixon's.....₩ doz. 30&10@40%
Nos.... 1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.... 5 10 12 20 22 32
Each...$2 $3 $2.75 $6 $4.50 $6
Little Giant.....33⅓@40
Nos... 305 310 312 320 322
$35 $48 $44 $72 $68
Woodruff's, ₩ doz.....30&10@40%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent.....₩ doz. $400.40%
Sargent's.....60@60&10%

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ₩ doz. $30.....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5 00

Nails—
WIRE AND CUT NAILS—
See Review of the Market for quotations.
Wire Nails and Brads, Papered, Ass'd list, July, 1899.....35&10@10%
PICTURE—
Niles' Patent.....$40
Porcelain Head, Comb'n list....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross. $21.00
" less quantity, ₩ dozen. 2 00

Nail Pullers—
Ajax, 5 lbs.....₩ doz. net $7.50
Black Hawk, ₩ doz.....$9.00
Cyclops.....40&10 5@50%
Cronk's.....₩ doz net $12.00
Eureka, No. 74.....doz. net $6.50
Eureka, No. 75.....doz. net 8.00
Giant, No. 1, ₩ doz. $18. 0 No. 1½, $16.50; No. 2, $15.00.....50&5%
Lightning.....₩ d $10 00. 20%
National.....₩ doz. $4.00. 40%
Pelican.....₩ doz. $9.00, 40@10&10%

Nail Sets

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00 @4.25
Snell's:	
Octagon ₩ gr.	$3 25
Corrugated	6 75
Knurled	6.75@7 50

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..40%

Nuts—
Cold Punched:

	Off list
Mfrs. or U. S. Standard.	
Square, Plain	$5.10
Hexagon, Plain	5.80
Square, C. T. & R.	5.80
Hexagon, C. T. & R.	6.00
Hot Pressed:	
Mfrs. U. S. or Nar. Gauge Stan'd.	
Square, Blank	5.80
Hexagon, Blank	6.80
Square, Tapped	5.80
Hexagon, Tapped	6.80

Oils—
Linseed, City, Raw, in barrels, ₩ gal. 63c
Linseed, City, Boiled, in barrels, ₩ gal. 65c
Out of Town on Spot.....₩ gal. 62c
Calcutta, Raw, in barrels...₩ gal. 65c
Lard, Prime City.....₩ gal.....56@58c
Lard, Extra, No. 1.....49@51
Lard, No. 2.....36@38

Oilers—
Brass and Copper,.....80&10
Tin or Steel.....65&10
Cushman & Denison's: ₩ doz.
Gem.....$ .80
Leader.....60
Perfect Oilers.....1.80
Star Pocket Oilers.....70
"Paragon," Brass.....45@50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70@70&10%
Zinc and Tin.....60@60&10%
American Tube & Stamping Co., Spring Bottom Cans.....70@70&10%
Railroad Oilers, etc.,.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8c per lb.
" Small " ..10c " "
Queer Creek Axe....20c " "
} 40%
OIL STONES—
Pikes'
Lily White Washita....60c ₩ lb.
Rosy Red " ...60c " "
Extra " ...50c " "
No. 1 " ...40c " "
No. 2 " ...30c " "
Lily White " Round, Edge Slips.....90 " "
No. 1 Washita, Round Edge Slips.....70c " "
Washita Pen Knife Pieces 70c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes ... 40%
India Oilstones, all grades & sizes 33⅓&5%
Queer Creek Oilstones, (20c ₩ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " " } 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" ... 50&10&5%
Phœnix, Pure Sheet Red ... 50&10%
Pure Packing "Excelsior" ... 60%
Extra ... 60%

MISCELLANEOUS— ₩ lb
American Packing ... 8c@10c
Cotton Packing ... 10c@25c
Italian Packing ... 10½c@12c
Jute ... 4½c@6½c
Russian Packing ... 9c@13c

Padlocks—
See Locks.

Parers—
APPLE— ₩ doz.
Advance ... $ 4.50
Baldwin ... 5.00
Bonanza ... each 6.50
Dandy ... each 7 50
Eureka, 1898 ... each 20.00
Family Bay State ... 15.00
Improved Bay State ... 36.00
New Lightning ... 7.50
Reading, 78 ... 4.00
Reading, 78 ... 7.00
Turntable, 1898 ... 6.75
White Mountain ... 6.00

POTATO— ₩ doz.
Saratoga ... $7.00
White Mountain ... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's ... $3.17@8.75
Carpenter's, Blue or Red Lead ... 4.00@7.50
Office ... 1.87@7.50
Lumber ... 6.87
Colored Lumber ... 9.00
Black Artists ... 9.37
Colored ... $4.38@7.50
Assortment Boxes ... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 23, 1899. ... 70@70&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire ... 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.)
25&10@25&10&10%
Bench, First Quality ... 40&10%
Bench, Second Quality ... 50&10%
C. E. Jennings & Co ... 50&10%
Molding ... 33⅓&5%

IRON PLANES—
C. E. Jennings & Co., Iron ... 50&10%
Sargent's ... 60@60&10
Standard Tool Co ... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ... 25&10@25&10&10%
Miscellaneous ... 25&10@25&10&10%

PLANE IRONS—
Buck Bros ... 30%
Butcher's ... $5.00@5.25 to $
C. E. Jennings & Co ... 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ... 20&5@25%

Pliers and Nippers—
Button ... 70&10@75%
k & Carrier:
Pliers
No. 1 ... 60 & 10%
20 ... net, $9.00
40 ... 75%
50 ... 80%
65 ... 40%
70 ... 50%
80 ... 40%
88 ... 40%
Wm. Johnson's Gas Pliers ... 66⅔%
Smith's Side Cutting ... 25%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ... 40&10&10
Davis':
Inclinometers ... 20%
Iron Levels ... 25&10%
Disston's ... 70%
Machinists' ... 25%
Pocket Levels ... 70&10@75%
Stanley's ... 30&10&30&10&10%
Stanley's Duplex ... 20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's ... 25%

Polish Metal—
Prestoline Liquid, New List ... 40%
Prestoline Paste ... 40@40&10
U. S. Metal Polish Paste, 8-oz. boxes, ₩ doz ... $ .80
₩ gross ... 4.80
½-lb. boxes, ₩ doz ... 1.25
1lb. boxes, ₩ doz ... 2.25
U.S. Liquid, 8-oz cans, ₩ doz ... 1.25
gross ... 12.00
Barkeeper's Friend Metal Polish, ₩ doz ... 1.75
₩ gross ... 18.00

Polish, Stove—
Black Eagle Benzine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ... $0.65
Ladd's Black Beauty gro $10.00, ... 50%
Joseph Dixon's ... ₩ gro. $5.75, 10%
Dixon's Plumbago ... ₩ lb 8c
Fireside ... ₩ gro. $2.50
Gem ... ₩ gro. 4 50, 10%
Japanese ... ₩ gro $3.50
Jet Black ... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.50
Wynn's:
Black Silk, 5 lb pail ... each 70c
Black Silk, ½ lb box ... ₩ doz $1 00
Black Silk, 5 oz box, ... ₩ doz $0.75
Black Silk, ½ pt. liq ... ₩ doz $1.00

Poppers, Corn—
Square, ... ₩ doz. ₩ gro
1 qt ... $ 9 00
1½ qt ... 11.00
2 qt ... 13.50

Post Hole Diggers— ₩ doz
Disston's Samson Digger ... $34.00, 25%
Kohlers:
Little Giant ... per doz.. net $12.00
Hercules ... " " 9.50
Invincible ... " " 9.00
Pioneer ... " " 7.20
Universal ... " " 18 00
New Champion ... " " 5.50
Rival ... " " 7 50
Ryan's ... ₩ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ... 40&5%
Perfection ... ₩ doz. net, $8 25
Split Handle ... " " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net ... $6.00

Post Hole Diggers—
Iwans, ₩ doz.
Split Handle, ... net $7.00
Perfection ... " $8.00
Rockford Tack & Nail Co.
Rockford Brand ... ₩ doz net $6 50
Atlas Pattern ... ₩ doz. net $7 50

Potato Hooks, etc.—
Hoe Down Hooks ... 75&10&2%
Hop Hooks ... 60&10&2½%
Potato Hooks ... 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ... ₩ doz., $18 00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears ... 6 10%
Rockdale Pruners ... 33⅓%
Standard Tree Pruners ... 75%
E. S. Lee & Co.'s Pruning Tools ... 40%
P., S. & W. Co.'s Shears ... 40%
Waters' Tree Pruners ... 75&10%

Pulleys—
Awning ... 60@60&10%
Axle ... 50&10@60%
Brass Screw ... 45&10%
Ceiling ... 50@10&60%
Clothes Line, Japanned ... 60%
Common Sense ... 60%
Dumb Waiter ... 60@60&10%
Empire Sash Pulley ... 60%
Fox-all-steel ... 50%
"Grand Rapids" all steel ... 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3 75; 6-inch, $5.00 ... 55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $5.00 ... 50&10%
Hay Fork, 5-inch, Solid, $5.70 ... 50%
Hot House ... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12.00 ... 40%
Side, Anti Friction ... 60%
Shade Rack ... 45%
Upright ... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' ... 50%
Spray Pumps, Myers' ... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz ... $7.50
Mechanical, net per doz ... 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 398, 8 in. Shallow Well Pump ... $13.00
No. 8, Fig. 398, 8½ in. Shallow Well Pump ... 15.00
No. 5, Fig. 307, 8 in. Deep Well Pump ... 15.00
No. 6½, Fig. 307, 8½ in. Deep Well Pump ... 17.00
No. 14, Fig. 501, 8 inch Deep or Shallow Well Pump ... 15.00
No. 33, Fig. 398, 8 in. Deep Well Pump ... 17.00
No. 56, Fig. 321, 8 in. Shallow Well Pump ... 14.00
No. 60, Fig. 382, 8½ in. Shallow Well Pump ... 17 00
No. 70, Fig. 333, 8½ in. Deep Well Pump ... 15.00
No. 73, Fig. 333, 8 in. Deep Well Pump ... 15.00
No. 103, Fig. 448, 8 inch Lift Pump ... 9.00
No. 108, Fig. 448, 8½ in. Lift Pump ... 11.00
No. 123, Fig. 510, 8 in. Lift Pump ... $7.00
No. 131, Fig. 510, 8½ in. Lift Pump ... 8.50
No. 265, Fig. 389, Windmill Pump ... 12.50
No. 265, Fig. 408, Windmill Pump ... 16 00
No. 240, Fig. 406, Regulator Pump ... 28.00
No. 302, Fig. 477, Spray Pump, complete ... 11.50
No. 380, Fig. 547, Knapsack Spray Pump ... 10.00
Discount, 50% f. o. b. Ashland.
No. 268, Fig. 518, Low Down Tank Force Pump ... net, 5.00
No. 320, Fig. 493, Bucket Spray Pump ... net, 2.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive ... 50%
Morrill's ... 50%
Niagara Hollow ... 45%
Niagara Solid ... 55%
Saddlers' or Drive, good ... 60@65%
Snell's Tinners' ... 40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet ... $1.40 1.55 2.60
Barn Door, "Nonpareil" No. 1, ₩ foot ... 3½c
Barn Door, "None Better" No. 2, ₩ foot ... 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c ... 70%
Double Flange, ₩ foot, 8c ... 70%
Carrier Steel Rail, ₩ foot ... 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 13 ... 3½c
Double Braced ... 3½c
Lane's:
O. N. T. 1 in. ... net, $3.00
O. N. T. 1½ in ... net, 3.75
Stowell's Wrought Steel ... 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot ... 5½c
Sliding Door, Steel, Brass Plated, ₩ foot ... 5½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb, 35c ... 24@30%
Victor Track Rail, 7c ₩ ft. ... 60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable ... 70%
New Champion ... 75%
Victor ... 80%
Anti-Clog Lawn ... 75%
Never Break Garden ... 75&10%
Queen City Lawn ... 40%
Kohlers: Net
Lawn Queen ... 20, $3.45
" " ... 24, 3.60
Jumbo Lawn ... 36, 5.25
Paragon (Wood Head) ... 2.75
Steel, Garden 10th ... 2.21
" " 12th ... 2 40
" " 14th ... 2.64
" " 16th ... 2 88
Geneva Garden and Gravel ... 70%
Geneva Weldless Garden ... 75&15%
*Toy Shank, Steel ... 70%
*Mall. Heavy Braced Curved ... 70&10%
*Mall. Light Braced Straight ... 70&10%
*Mall. Heavy Sgl. Shank " ... 70&10%
*Lawn, No. 1 ... 70&10%
*Lawn, No. 2 ... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's ... 75%
New Nicholson Horse Rasp ... 70&10%
See also Files.

Razors—
Electric ... List net
Boracic ... 60&10%
Fox ... 40%
J. R. Torrey Razor Co ... 20%
Woestenholm and Butcher, $10 00 to $ ... 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned ... } 70 to 75%
White Japanned ... }
Bronzed Finishes ... }
Electro-Plated ... }
Nickel Plated ... }
White Porcelain ... 60%
Solid Brass and Bronze Metal ... 50%

Revolving Chimney Tops—
Iwans' Volcaneo ... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs ... 60%
Hose with Burrs ... 50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners ... 75%&5%
Miscellaneous ... 75%&5%

Rivet Sets—
Regular List ... 70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ doz. 1.00 .60 .75 .75 .90

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger ... 15to25c
Medium ... 10@12c
¼ in. and larger ... 12@12c
Common ... 12@12c
Jute Rope:
A grade ... 6c
C grade ... 5½c
Manila:
7 16 in. and larger ... 11½c
⅜ in ... 12c
¼ and 5-16 in ... 12½c
Sisal:
7-16 in. and larger ... 8½@9½c
⅜ in ... 9@10c
¼ and 5-16 in ... 9½@10½c

Rules—
Athol, Steel ... 33⅓%
Boxwood ... 60&10@60&10&10%
Ivory ... 35&10@35&10&5%
Lufkin's:
Steel ... 50&10%
Lumber ... 60&10%
Miscellaneous, Stanley's, 50&10@50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing ... 50%
Pressing ... 50%
Laundry ... 45%
Sleeve ... 50%
Tourist ... 50%
Toy ... 50%
Blacklock:
Plain Black in Cases ... ₩ 100 lbs $2.75
Bronze Finished in Cases ... 3.15
Aluminum Finish " " " ... 2.95
Full Nickel " " " ... 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ... 20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel. ... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ... 50&10@60%
Garnet Paper ... 25%
Flint and Emery Paper ... 50&10@60%

Sash Balances—
Caldwell Mfg. Co ... 50%
Pullman ... 50&10@60%
Victor Bronze ... 75%
Victor Steel ... 70%

Sash Chain—
Competition ... 50&10%
Giant ... 40%
Monarch B. C Co ... 70%
Pullman Bronze ... 70%
" Cop Steel ... 70&10&10%
Royal Metal ... 65&5%
Steel B. C. Co ... 70&10%
Steel, Copperplated ... 70%
Victor Bronze ... 70%
Victor Steel ... 75%

Sash Cord and Weight Fastener
Ives ... 40%

Sash Cord—
Cable Laid Italian ... ₩ lb 16@18c
Cable Laid Russia ... ₩ lb 15c
Common India ... ₩ lb 10@10½c
Patent Russia ... ₩ lb 14c
Patent India ... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab ... ₩ lb 40c
A Quality, White ... ₩ lb 35c
B Quality, Drab ... ₩ lb 35c
B Quality, White ... ₩ lb 30c

Sash Fasteners.
Ives "Crescent" ... 60%
Imperial ... 33⅓%
Sash Rollers ... 70%
Ives Casement Fasteners ... 40%
Champion ... 50%
Monitor, Steel ... 25%
Shutter Sheaves ... 60%
Window Screen Sash Lifts ... 66⅔%

Sash Locks—
Champion Meeting Rail ... 50%
Champion Side ... 60%
Ives' Patent:
Wrought Metal ... 55%
Cast Metal ... 62½%
Window Ventilating Lock ... 60%
Parson's Signal ... 80%
Pullman Pat. Ventilating ... 25%

Sash Weights—
Ton lots at factory ... $23.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co ... 35@35&7½%
National Specialty Mfg. Co ... 30%

Saws—
Atkins:
Band 3 to 14 in. Wide ... 50
Band ½ to 3-14 in. Wide ... 6

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ₩ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....₩ doz. $6.00
Excelsior Saw Tools.....₩ doz. 6.00
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. net $8.50
"Royal".....₩ doz. net 6.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ₩ doz.....$4.75
Stillmans.....₩ doz. 1.00
Taintors Bositive.....$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz. $2.00
Box, 2 Handle.....₩ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₩ doz. $3.50

Screens—

DOOR—

Phillips: ₩ dos.
½ in., Style E, Fancy Screen Doors.....$10.50
¼-in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames... 60&5&2½%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Buck Bros.....30%

Screw-Driver Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electrl, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01..₩ doz. $6.00 net
Electric Spiral No. 02..₩ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....60%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....60%
Screw-Driver Bits (Snell's) ₩ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $8.00; 1¼, $8.50; 1½, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ₩ doz

Wadworth's:
Natural Finish, Grass.....
Polished Blade, Grass.....
Painted or Bronzed, Grass.....
Clipper, Grain.....
Weed and Bush.....
} 20%

Scythe Rifles.

3-Coat.....$10.00 ₩ gro.
4- " .....$12.00 " " } 40%

Scythe Stones.

No 1 Indian Pond....$7 00 ₩ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11 00 " "
Green Mountains... 6.00 " "
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "
} 40%

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ₩ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....₩ doz. $1.75; ₩ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 36x6, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....₩ gro. $16.50@$20.00
2 Knives.....₩ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&2%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%&2%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&2%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co:.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

₩ doz. net
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
TrySquare and T Bevel 60&10&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—½, ⅝, and ¾ inch, ₩ lb.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....80%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35&40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj. Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25&30%

PIPE MAKERS—

Holroyd & Co.....80&10%@80&1 0&1

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&5%
S. S. Cut Tacks.....90&10%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....80&20&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&20&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&20&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers—

Columbia, No. 1, ₩ doz., net.....$5.00
Columbia, No. 2, ₩ doz., net.....1.65
Little Jack.....₩ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....40@40&10%
Steel.....25&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓&5

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 30&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ℔ 100.....net, $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....℔ doz. 1.25, ℔ gro. 12 00
Harper.....℔ doz. 1.40, ℔ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@75&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 10%
Mouse, Wood, Choker, ℔ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ℔ doz...$12.00
No. 3, Rat, ℔ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ℔ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ℔ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ℔ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ℔ gro., $15.00; No. 2, ℔ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Eggo Mfg. Co.: ℔ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ℔ gro.....$ 9.00
" " 4, ℔ gro.....24.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mat. Hdl. Jap.....℔ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....30%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓&5
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓&5%
Stephens.....30@33⅓&5%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2½
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2½

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....℔ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 30.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " 67½
Nos. 19 to 30 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....85&10@85&10&10
Stub's Steel Wire.....$6.00 to $ 33⅓&5

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....90&10%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....30%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....℔ doz. $1.50

Wrenches—

Agricultural.....80&5%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Machinists.....66⅔%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5&5@60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 45c
Linseed, City, Boiled, in barrels, ℔ gal. 47c
Out of Town on Spot.....℔ gal. 44c
Calcutta, Raw, in barrels.....℔ gal. 65c
Lard, Prime City.....℔ gal.....61@62c
Lard, Extra, No. 1.....51@52c
Lard, No. 2.....39@40c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $19.00@$21.00
Barytes, American Floated, ℔ ton, $19.00@$20.00
Barytes, Crude.....℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7c
In lots of 500 lbs. and over...℔ lb. 6½c
White Lead, Eng., in Oil..℔ lb. 8½@9½c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....1¼@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....56@ 56¼c
In machine bbls.....56¼@ 57c

Dry Colors—

	℔ lb.	
Blue, Chinese	30	@35 c
Blue, Prussian	28	@34 c
Blue, Ultramarine	5	@20 c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3½@ 7½	c
Umber, Turkey, burnt	2½@ 3½	c
Umber, Turkey, raw	2½@ 3½	c
Green, Chrome, Ordinary	5 @ 7	c
Green, Paris, in kegs	12½@14½	c
Indian Red, American	3 @ 3½	c
Indian Red, English	4½@ 5½	c

Colors in Oil—

Black Lampblack, best	13	@15
Black Lampblack, common	8	@10 c
Blue, Chinese	35	@40 c
Blue, Prussian	32	@35 c
Blue, Ultramarine	14	@18 c
Sienna, burnt	11	@13 c
Sienna, raw	11	@13 c
Umber, burnt	11	@13 c
Umber, raw	10	@13 c
Brown, Vandyke	10	@13 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Alcohol Gas Stoves.
Glogau & Co., Chicago, Ill.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Animal Pokes.
American Fork and Hoe Co, Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
National Sewing Machine Co., Belvidere, Ill.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awls.
The H. H Mayhew Co,. Shelburne Falls, Mass.

Axes and Edge Tools
L. & I. J. White Co., Buffalo, N.Y.
Sargent & Co., New York.
Peck Edge Tool Co., Cohoes, N. Y.

Axle Oil
The Frank Miller Co., New York.
C. L. Hathaway & Sons, Inc', Boston. Mass.

Babbitt Metal.
Magnolia Metal Co., New York

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
Stowell Mfg. & Fdy. Co.. South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barn Paints.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures.
Buffalo Mfg. Co., Buffalo, N. Y.

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Sargent & Co., New York.

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Magnolia Metal Co, New York

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Enterprise Mfg. Co. of Pa., Phila.

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American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveand, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
C. E. Jennings & Co., New York, N. Y.

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John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Veorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bolt Clippers.
Wm. Scholihorn Co., New Haven, Conn.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blacksmiths' Vises.
John H. Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Poukeepsie, N. Y.

Bolt and Screw Cases.
J. D. Warren Mfg. Co.. Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel.
Griffin Mfg Co., Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

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Hugo Reisinger New York.

Bottle Stopper and Opener.
Taplin Mfg. Co., New Britain, Conn.

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Brass Goods Mfg. Co., Brooklyn, N.Y.

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Brass Goods Mfg. Co.. Brooklyn, N.Y.

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Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Carv Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co New York
Standard Metal Strap Co., New York.

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John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
The H. H. Mayhew Co, Shelburne Falls, Mass.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Brick Bonds
The Metal Stamping Co. Niagara Falls, N. Y.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Brooders.
Reliable Incubator & Brooder Company. Quincy, Ill.

Builders' Hardware.
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Champion Safety Lock Co, Geneva, O.
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Hobart B. Ives & Co., New Haven, Conn.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

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John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim, N. H.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
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Sargent & Co., New York.

Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

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Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carpenters' Tools.
Stanley Rule & Level Co, New York
L. & I. J. White Co., Buffalo, N. Y.

Carpet Sweepers.
National Sweeper Co., Marion, Ind.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing.
Frank Miller Co., New York.

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F. E. Myers & Bro., Ashland, Ohio.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Sidewalk Tools.
W. H. Anderson & Sons, Inc., Detroit, Mich.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N. Y.

Chains.
Covert Mfg. Co., West Troy, N. Y
Alfred Field & Co., New York.
Fuller Bros., New York.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport Conn.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels.
L. & I. J. White Co., Buffalo, N.Y.
W. H. Anderson & Sons, Detroit, Mich.
Thomson Drop Forge Co., Plantsville, Ct.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York
Sargent & Co., New York.
L. & I. J. White Co., Buffalo, N. Y.

Clamps.
Batavia Clamp Co., Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
J. L. Taylor, Newark, N. J.

Cleavers.
John Chatillon & Sons, New York
Goodell Company, Antrim, N. H.
L. & I. J. White Co., Buffalo, N. Y

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American Shearer Mfg. Co., Nashua, N. H.
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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Udell Works, Indianapolis, Ind.

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John H. Graham & Co., New York.
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Sargent & Co., New York and New Haven.

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W. H. Anderson & Sons, Inc., Detroit, Mich.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Contractors Tools.
W. H. Anderson & Sons, Inc., Detroit Mich.

Coopers Tools
L. & I. J. White Co.. Buffalo, N. Y.

Copying Processes.
Felix H. Daus Duplicator Co., New York.

Corking Machines.
Hugo Reisinger, New York.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.

Corn Hooks.
Geneva Tool Co., Geneva, O.

Cotton Hoes.
Geneva Tool Co., Geneva, O.

Counterfeit Detectors.
Pelouse Scale & Mfg. Co., Chicago.

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill

Counters, Nail Bin.
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J

Cupboard Catches.
Champion Safety Lock Co., Geneva, Ohio.

Cupboard Turns.
Champion Safety Lock Co., Geneva, Ohio.

Curled Hair.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Curry Combs.
John H. Graham & Co., New York
The Metal Stamping Co., Niagara Falls, N. Y.

Cuspadors.
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket.
John Chatillon & Sons, New York
Cronk & Carrier Mfg. Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, Eng.

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

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Cutters, Rod.
Chandler & Farquhar, Boston

Cutters, Wire.
Cronk & Carrier Mfg. Co., Elmira N. Y.

Cutting Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.

Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Dog Collars and Muzzles.
Alfred Field & Co., New York.

Door Checks and Springs.
Sargent & Co., New York.

Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls.
Griffin Mfg Co., Erie, Pa.
Champion Safety Lock Co., Geneva Ohio.

Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Drawing Knives.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench.
Chandler & Farquhar, Boston, Mass. (See Twist Drills.)

Drills, Blacksmiths', Etc.
Sargent & Co., New York.

Dripping Pans.
The Bronson Walton Co., Cleveland, O.

Drop Forgings.
Thomson Drop Forge Co., Plantsville, Ct.

Dumb Waiters.
Kimball Bros. Co., Council Bluffs Iowa.
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.

Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.
Peck Edge Tool Co., Cohoes, N. Y.

Electric Bells and Supplies.
John H. Graham & Co., New York.

Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.

Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Paper and Cloth.
Baeder & Adamson Co., Phila. and New York.

Emery Wheels.
Pike Mfg Co., Pike Station, N. H.

Envelope and Stamp Lubricators.
Pelouse Scale & Mfg. Co., Chicago.

Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.

Export Agents.
John H Graham & Co., New York.

Face Marking Guage.
Mossberg Wrench Co, Central Falls, R. I.

Farm Fencing.
New Jersey Wire Cloth Co., Trenton and New York.

Farming Tools.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal.
John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio
Stewart Iron Works Co., Cincinnati, Ohio.

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I

Filters.
Buffalo Mfg. Co. Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
Naiad Filter Co., Boston, Mass.

Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.

Fire Pots.
Clayton & Lambert Mfg. Co, Detroit, Mich.

Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.

Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.

Flint Paper.
Baeder & Adamson Co., Phila. and New York.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Folding Tables.
Udell Works, Indianapolis, Ind.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.

Forgings (Automobile)
Thomson Drop Forge Co., Plantsville, Ct.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.

Forgings (Special)
Thomson Drop Forge Co., Plantsville, Ct.

Frame Pulleys.
Sargent & Co., New York.

Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Fuller Bros. & Co., New York.

Garden Hoes.
American Fork and Hoe Co, Cleveland, O.
Geneva Tool Co., Geneva, O.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garnet Paper.
Baeder & Adamson Co., Phila. and New York.

Gasoline Arc Lamps.
Standard Gas Lamp Co., Chicago, Ill.

Gasoline Lighting System.
Standard Gas Lamp Co., Chicago Ill.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston. Mass.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges.
The H. H. Mayhew Co., Shelburne, Falls, Mass.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters.
The H. H. Mayhew Co., Shelburne Falls, Mass

Glass Water Coolers.
Mississippi Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
American Fork and Hoe Co, Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co.,

Hack Saws.
E. C. Atkins & Co., Indianapolis and New York.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Hack Saw Blades.
E. C. Atkins & Co., Indianapolis and New York.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira.
Fred. F. Bischoff & Co, Chicago, Ills.
N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland Ohio.

Hangers, Parlor Door.
Fred. F. Bischoff & Co., Chicago, Ills.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wis.
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.

Harness Dressing.
Frank Miller Co., New York, N. Y
C. L. Hauthaway & Sons, Inc., Boston. Mass.

Harness Oil Blacking.
C. L. Hauthaway & Sons, Inc., Boston, Mass.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa

Hatchets.
Peck Edge Tool Co., Cohoes, N. Y.

Hay Carrying Tools.
F. R. Myers & Bro., Ashland, Ohio.

Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Hay Fork Pulleys.
John C. Kupferle, St. Louis, Mo.

Header Forks.
Geneva Tool Co., Geneva, O.

Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.

Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co. Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machine
American Shearer Mfg. Co., [illegible] N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Neponset, Boston Mass.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe.
F. R. Myers & Bro., Ashland, Ohio

Hose, Rubber.
F. R. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.

Ice Balances.
John Chatillon & Sons, New York.
Pelouse Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin S. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W H. Anderson & Sons, Inc., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wm. T. Wood & Co., Arlington Mass.

Incubators.
Reliable Incubator & Brooder Co., Quincy, Ill.

Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Stewart Iron Works Co., Cincinnati, Ohio.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
Stewart Iron Works Co., Cincinnati, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

"Japalac."
Glidden Varnish Co., Cleveland, O.

Job Lots.
Chas. Welland, New York.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Dans Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Lighting System, Gasoline.
Standard Gas Lamp Co., Chicago, Ill.

Liquid Fillers.
E. E. Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machine Knives.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
C. G. Folsom South Bend Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Specialty Mfg. Co. Indianapolis, Ind.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co , New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.

Nail Sets.
John H. Graham & Co., New York
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Needles.
Alfred Field & Co., New York .

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son. New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport. Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co , Bridgeport Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgepost. Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
Harrington & Richardson Arms Co., Worcestor, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport. Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste.
Geo. W. Huffman, Indianapolis, Ind. and New York.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H. Graham & Co., New York.

Potato Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Power Pumps.
The Deming Co., Salem, Ohio.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H. H. Mayhew Co., Shelburne Falls, Mass.
The Deming Co., Salem, Ohio.

Punches, Spring.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva. O.

Radiators.
Rochester Radiator Co., Rochester, N. Y.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.

Razors.
Alfred Field & Co., New York.
Joseph Rodgers & Sons, New York and Sheffield, England.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razors, Safety.
Kampfe Brothers. New York.
Gem Cutlery Co. New York.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolvers.
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifflers.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.

Riveting Machines.
F. B. Shuster Co., New Haven, Conn.

Roasters and Bakers.
The Bronson Walton Co., Cleveland, O.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co., Jersey City, N. J

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.

Rope Reels.
Udell Works, Indianapolis, Ind.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J.

Rubberhead Tips.
The Elastic Tip Co., Boston, Mass.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
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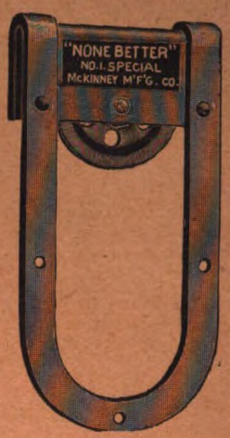
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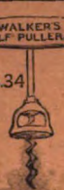
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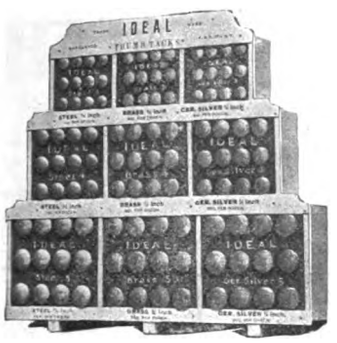
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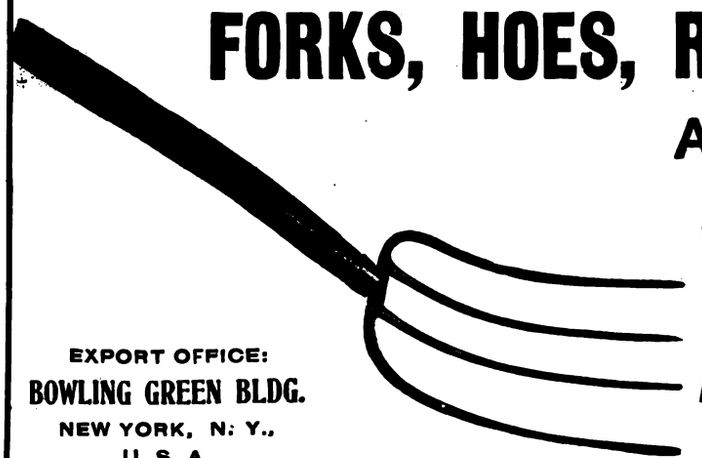
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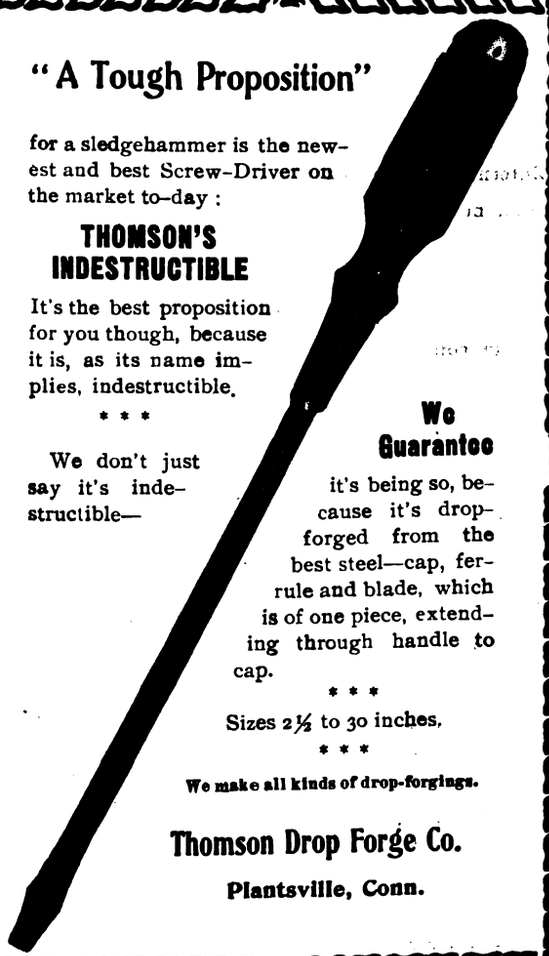


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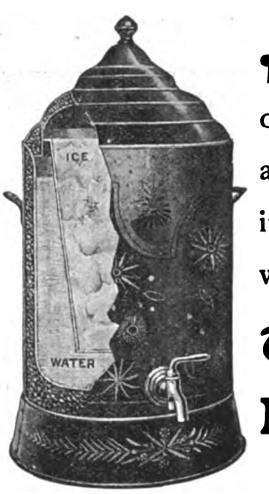
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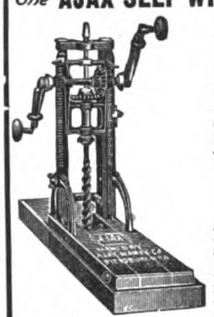
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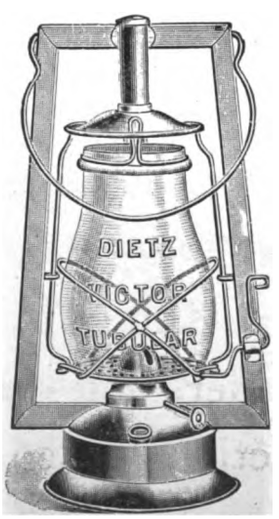
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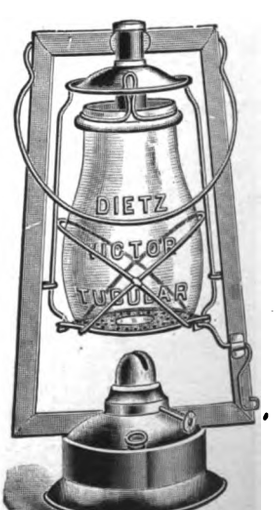
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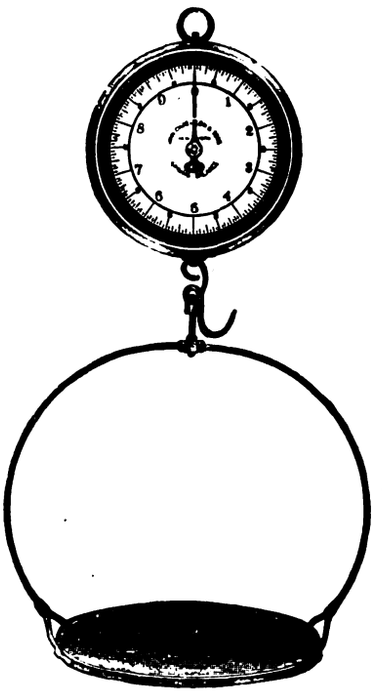
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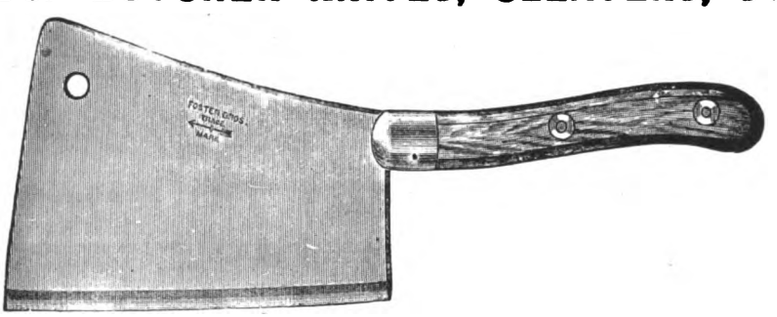


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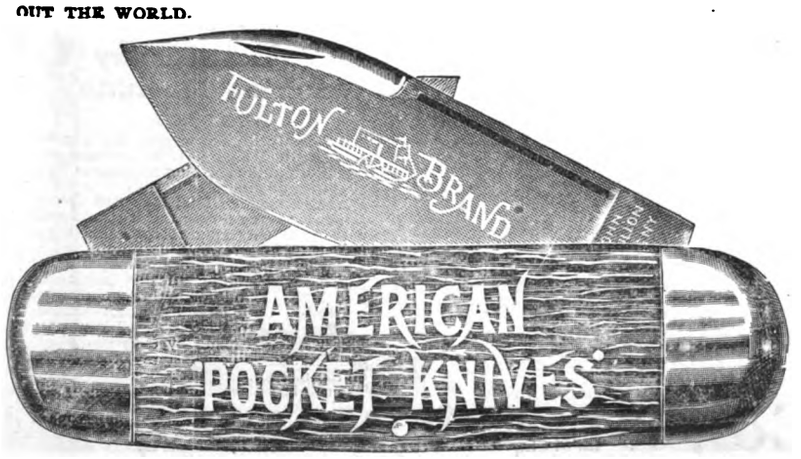


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Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

THE U.S. REMOVABLE STEEL POST SCALE USED

EVERYWHERE

IN THE HOME, OFFICE & STORE

Are You to Meet the Demand Prepared

or the Most Accurate Lasting Scale? If Not

Ask Your Jobber or Write Us.

HANSON BROS.,

SCALE MANUFACTURERS,

20 W. RANDOLPH ST., CHICAGO, ILL.

Well known everywhere for being substantial and easy running are

O'NEILL ELEVATORS AND DUMB WAITERS

and appliances, therefor we make them as well as they can be made.

O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.



EXPECTATIONS REALIZED

WE ARE NOW THE LARGEST

MANUFACTURERS

IN THE WORLD

Of any one style of Rotary Washer

What is the reason? Ask us

WHITE LILY WASHER CO.

TOLEDO, OHIO. DAVENPORT, IOWA.

HAND ELEVATORS

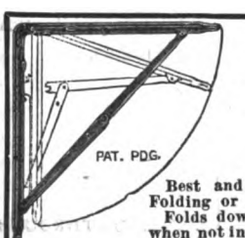
FOR HARDWARE TRADE.

Send for catalogue.

THE STORM MANUFACTURING CO.,

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DUMB WAITERS



GRIFFIN'S FOLDING BRACKET

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S

PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.

Erie, Pennsylvania.

Improved Natural Stone

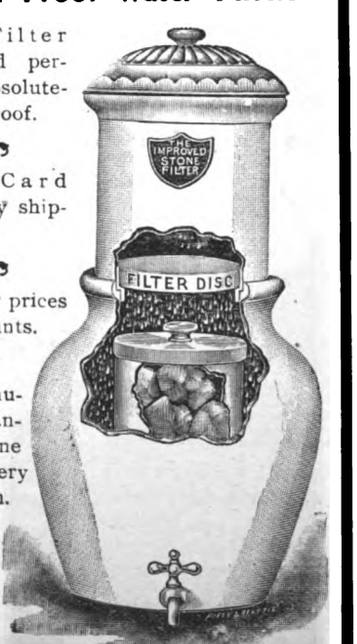
Germ Proof Water Filters

Every Filter guaranteed perfect and absolutely germ-proof.

Display Card with every shipment.

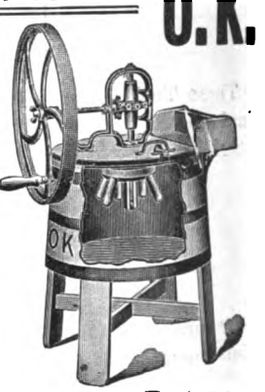
Send for prices and discounts.

We manufacture Sanitary Stone ware of every description.



Fulper Pottery Co. Flemington, N. J

WHY IS THE **O.K.**



***The* Best Rotary Washing Machine?**

BECAUSE

1.—It is the only Rotary washer that has **Revolving Steel Ball Gearing**, reducing the **friction** and thus making machine so **light running** and almost **noiseless.**

2.—The tub is made of **Louisiana Red Cypress Lumber, cherry finish;** the legs are **solid with tub** (not removable, breakable legs fastened with screws).

3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot soap-suds, and cleaning them without **rubbing** them to pieces.

4.—This washer is made by experienced mechanics, and will out-last any other washer on the market.

5.—The tub has a wringer box fastened with steel brackets.

6.—The lid on the tub closes tight, **no escape of steam.**

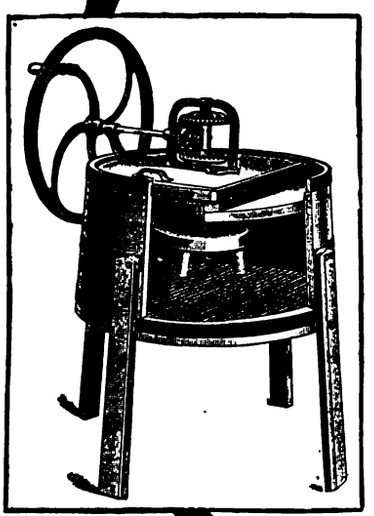
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H. F. BRAMMER MFG. CO.

DAVENPORT, IOWA.

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The Blackstone Rotary



Demands Attention by Deserving it.

None but the best material is put into it by skilled workmen which accounts for its ever increasing popularity as a washer.

For that very reason it has been, and always will be, a good seller.

You miss an opportunity by not displaying it in your store.

You ought to have our catalogue and prices. It puts other washers in the shade when it comes to giving all-round satisfaction.

The Blackstone Mfg. Co.

Jamestown, N. Y.,
U. S. A.

THE BEST IN THE WORLD

Hauthaway's Harness Dressing

Gives a beautiful polish that DOES NOT CROCK OR SMUT.

And will make any new or old harness look fresh, clean and handsome

Hauthaway's Axle Oil

THE BEST WEARING AXLE OIL IN THE MARKET. It never fails to give supreme satisfaction in every resp ct to every user.

Hauthaway's Harness Oil Blacking

BLACKS AND POLISHES ALL HARNESS PERFECTLY

These three stable requisites never fail to give perfect satisfaction to every user. They have been daily sold for over 50 years in every civilized country, and are ESPECIALLY PREPARED AND PACKED FOR EXPORT TRADE. Once tried, they will always be used.

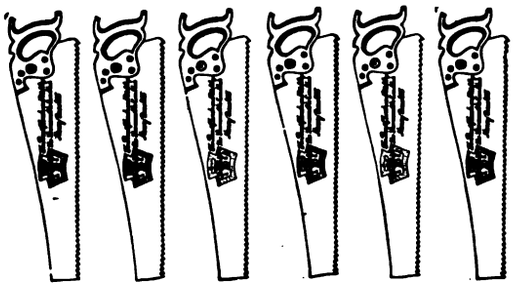
We also make a full line of unequaled Shoe Polishes of every description. These goods have been sold in South Africa for years with unfailing success. SEND FOR CATALOGUE AND PRICE LIST.

C. L. HAUTHAWAY & SONS, Inc., Boston, Mass.

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WE MANUFACTURE THE FINEST AND THE LARGEST LINE OF SAWS IN THE WORLD

DISSTON



THE BRAND
THAT STANDS
THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

EAGLE
MOP WRINGERS



EAGLE
Mop Wringers and Pails

possess features of excellence which make them sell.

That is why more of them are sold than of all others combined.

Most jobbers have the EAGLE in stock. If yours hasn't, write us for particulars.

EAGLE COOPERAGE WORKS,
CIRCLEVILLE, OHIO



Voerhoes Rubber Mfg. Co.

JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

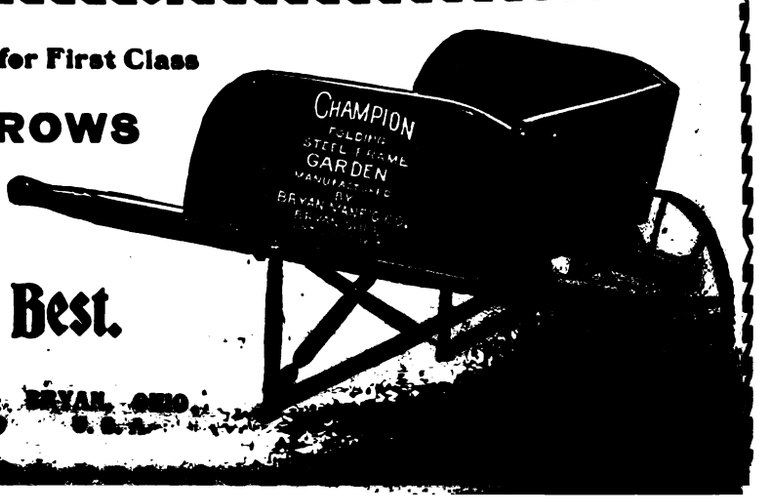
We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

Catalogue and prices on application.

Chicago Store 175-177 Lake St.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE • • •
Champions, the
All Kinds of Wood and Steel Barrows.
World's Best.



THE BRYAN MFG. CO., BRYAN, OHIO.

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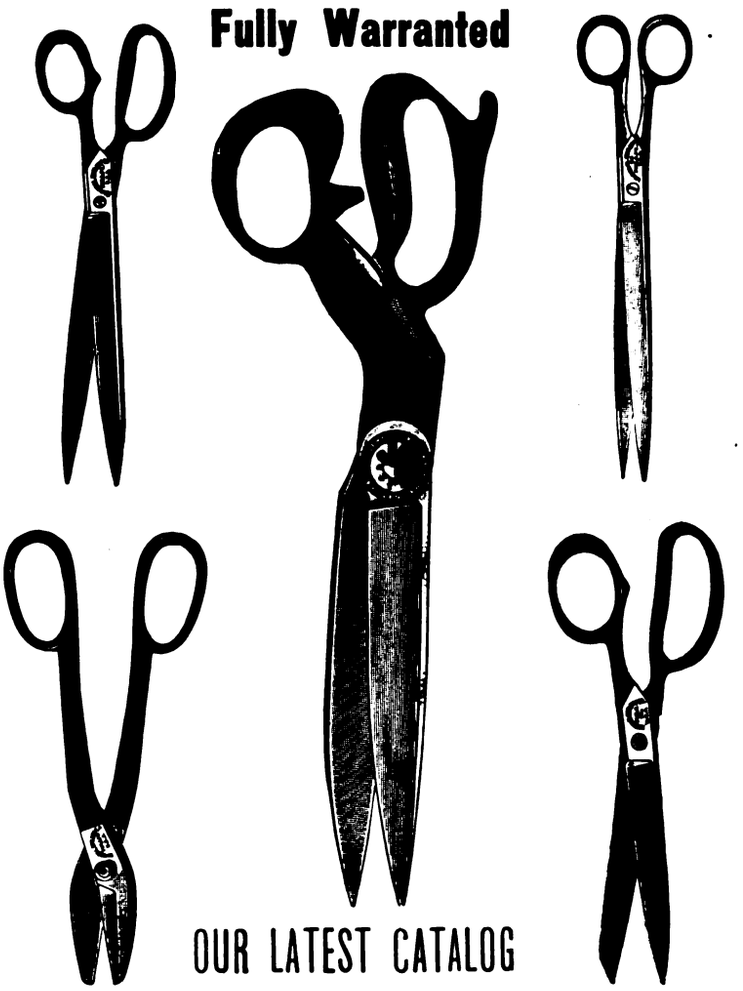
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In every respect: In quality, finish and salability, is the verdict of thousands of users of and dealers in

The National Celebrated Shears

Our line is complete, consisting of Tailor Shears and Trimmers, Scissors, Tinners' Snips, Dental Shears and Snips, and

Fully Warranted



OUR LATEST CATALOG

is an "eye-opener" to profits. Let us send you a copy, at the same time quoting you prices and discounts.

We sell to Jobbers only.

National Cutlery Company,

3d St. & Lehigh Ave. **Philadelphia, Pa.**

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"ECLIPSE" AND "ST. LOUIS"

STANDS and LASTS;

Positively the best on the market.

FOR SALE BY JOBBERS.

Well Wheels. Hay Fork Pulleys. Tuyere Irons. Post Mauls. Sash Weights.

Write for Catalogue.

JOHN C. KUPFERLE,

St. Louis,

ESTABLISHED 1857.



BLACK SATIN IN CANS

Stove Polish



The **Best Because:**

It's unburnable. Prevents rust; makes neither dust nor dirt.

* * *

Polishes sheet iron stoves and pipe, burnt red or rust—does not burn red.

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Sticks to the stove—can be washed clean with water. Polishes the nickel parts. Always ready for use.

Black Satin Polish Co.

107 Chambers St., NEW YORK



"Lightning"



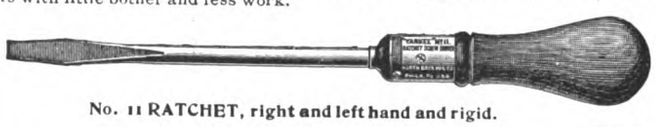
"Gem"



"Blizzard"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

"Yankee" Tools.



No. 11 RATCHET, right and left hand and rigid.



No. 30—SPIRAL RATCHET, right and left hand and rigid.
No. 31— " " (heavy pattern.)



No. 41—AUTOMATIC DRILL, 8 drill points in magazine.

"YANKEE" TOOLS are the newest, cleverest and quickest selling tools of the kind so far offered to the trade. They are simple in construction, strong, durable, do not get out of order, work smoothly and quickly, wear well. They are accurately made of the best quality of materials, handsomely finished, thoroughly tested and guaranteed as to quality in every particular. Sold by leading jobbers of hardware.

NORTH BROS. MFG. Co., Philadelphia.

New York Agents, John H Graham & Co., 113 Chambers St.

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Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,

349 & 351 WEST 26TH STREET,

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ESTABLISHED 1836.

ALFRED FIELD & CO.

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WEBSTER & HORSFALL,
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EDWARD GEM & CO.,

Best Cutlery in the World.
Best Steel Pens in the World.
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WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

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ADAM'S STEEL & WIRE WORKS,

Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
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Jail Work, etc.



Send for Catalogue.

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THE ARMSTRONG PIPE CUTTER

THE strongest, most rapid working and cheapest on the market. Nos. 1 to 3 will take a range of pipe 1-8 to 4 inches inclusive.

SEND FOR COMPLETE CATALOGUE

The Armstrong Mfg. Co.

BRIDGEPORT, CONN.

New York Office, 139 Centre Street.

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FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

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Warren's Shelving

ONE OF THE LEADING

"Object Lessons"

AT THE

St. Louis World's Fair

62400

PEOPLE HAVE PASSED THROUGH AND INSPECTED

Warren's Model Hardware Store up to August 25th.

J. D. Warren Mfg. Co.

900 Masonic Temple

Chicago, Ill.

THE SCHWERDTLE STAMP CO.,

STENCILS-BURNING BRANDS-STEEL STAMPS & DIES-SEALS-MACH. PLATES-CHECKS

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DOES IT PAY

TO STOCK UP WITH LOW PRICED TOOLS?





STERLING HACK SAW BLADES

ARE NOT THE LOWEST IN PRICE BUT THEY ARE

THE CHEAPEST { FOR YOU / FOR YOUR CUSTOMERS.

BECAUSE, MADE FROM THE HIGHEST GRADE OF STEEL THAT MONEY CAN BUY. MADE WIDE AND HEAVY.

There's a purpose in this. It costs us money.

COSTS YOU NO MORE THAN LIGHTER THINNER BLADES.

DIAMOND SAW & STAMPING WORKS,

BUFFALO, N.Y. U.S.A.

ELECTRIC CITY ENG. CO BUFFALO, N.Y.





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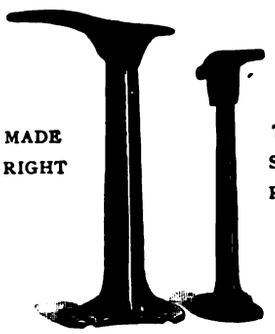
BLACKLOCK FOUNDRY
SOUTH PITTSBURG, TENN.

The Trade Mark that stands for reliable goods, good finish and prompt shipments.

REVERSIBLE

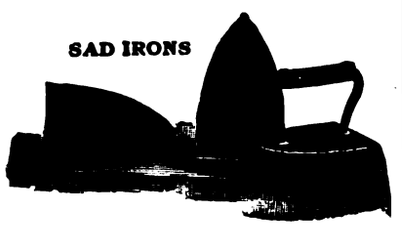
Shoe Lasts and Stands.

Made of Cast Iron.



MADE RIGHT TO SELL RIGHT

SAD IRONS



In this line we are leaders.

Our goods stand the hardest usage.

Our assortment is large.

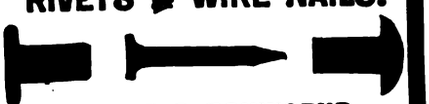
We have the largest and best equipped factory in the south for the manufacture of Sad Irons, Country and Stove Hollow Ware. Ground and Unground. Sugar Kettles, English Pots, Cast Iron Shoe Lasts and Stands, Kitchen and Corner Sinks, Grates, &c.

Shall we send you our catalogue?

BLACKLOCK FOUNDRY
South Pittsburg, Tenn.

The Niagara Combined Picket Pin and Swivel.—All steel, stiff, strong, light. A perfect turn around, a perfect swivel, a perfect hinge joint. Works freely, never rusts tight, never gets out of order, goes freely into all soils, has a firm hold on the ground. It is the best made. Free sample and quotation to jobbers only.
THE METAL STAMPING COMPANY
Niagara Falls, N. Y.

RIVETS AND WIRE NAILS.



O. O. & E. P. TOWNSEND,
New Brighton, Penn.

You take no risk on the quality. We make only the best.

TRADE MARK REGISTERED
BAEDER, ADAMSON & Co.
MANUFACTURERS OF
GLUE
SAND PAPER. EMERY PAPER.
EMERY CLOTH
CURLED HAIR.
FOUNDED 1828.
NEW YORK. BOSTON CHICAGO. PHILADELPHIA.

Sand Papers in **Reams and Rolls** { **Flint Paper** / **Garnet Paper** / **Emery Paper** / **Emery Cloth**

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.

100 MARKET STREET, PHILADELPHIA.
97 BEEKMAN STREET, NEW YORK.
140 MILK STREET, BOSTON.
102 LAKE STREET, CHICAGO.

The genuine have "ORIGINAL JENNINGS" AUGERS and AUGER BITS For Sale by all Hardware jobbers



Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

The Russell Jennings Mfg. Co., Deep River, Conn.

UDELL

DRYING RACKS

It's up to you whether you intend to worry along with Drying Racks that give little satisfaction to your customers.

It is needless for us to remind you that our



GLOBE

Globe Rack

is the strongest made. Stretchers are of Hard Wood, held open by Malleable Iron Hinge Braces. Closes compactly.

Five feet high. 13 stretchers. Weight 120 pounds per dozen

The Udell Works
Indianapolis, Ind.,
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New Jersey Wire Cloth Co.

MANUFACTURES
THE ROEBLING STANDARD WIRE BATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

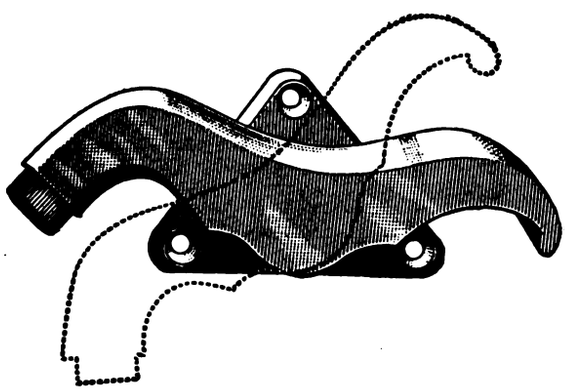
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Simplicity
Durability
Neatness

are the points of excellence of

The Empire Door Holder Improved

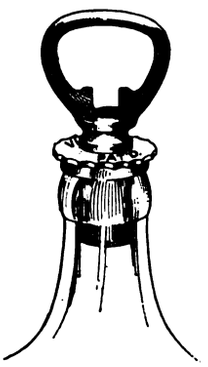
Has other good points:
It Gives 50% greater



pressure on the floor than any other make. Will hold the heaviest door.

Try to sell a few of them and you'll be surprised how quickly they will create a demand for more,

CALDWELL MFG. CO.,
Rochester, N. Y.



Two Tools in One

are combined for use on ordinary bottles in

"The Victor"

Bottle stopper and opener

Opens most any capped bottle or makes it absolutely air-tight. A sample is yours for the asking.

TAPLIN MFG. CO.,
New Britain, Conn.

The Leader Lemon Squeezer

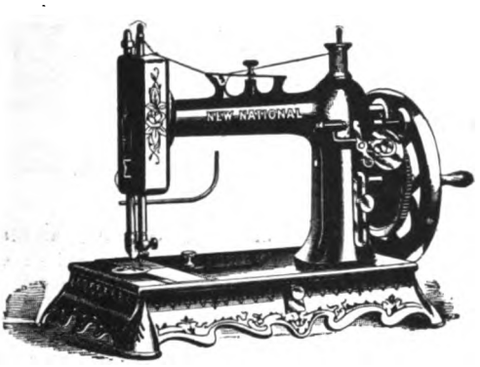


Leads all others in compactness of construction and rapidity and thoroughness with which it does its work.

It is so well made that it is practically unbreakable. Not a loose part in it—always ready, therefore, for business.

Comes in two sizes.

The LEADER MFG. CO., Hartford, Conn.



LA NUEVA NACIONAL.

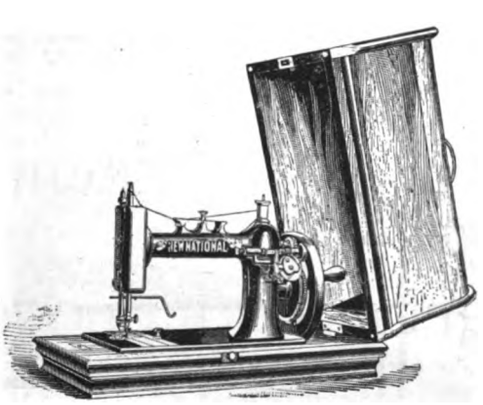
Es la Nueva Nacional **LEGITIMA**—que han imitado, por supuesto, per supuesto, pero nunca superado.

En ningún tiempo se ha ideado y construido una Máquina de coser con más cuidado.

No se ha ahorrado gasto para hacerla no solo la más útil para toda clase de labor como Alforzar Farfalar, Dobladillar, Bordar, Galonear, Pespuntar de Fantasía y Ejecutar Trabajo de Aguja Artístico, sino para que dure una eternidad, á lo menos más que veinte máquinas baratas.

Garantizamos todas las piezas, y la reemplazamos sin gasto alguno, si dentro de tres años demostrase ser defectuosa.

Por estas razones La Nueva Nacional tiene muy buena demanda. La vende usted? sino, pídanos circulares.



The NEW HOME Sewing Machine Co.

Departamento de Exportacion, **28 Union Square, NUEVA YORK.**

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The Whole World Uses Graphite

The Hardware Trade Finds Profit in These DIXON Productions

Dixon's Silica—Graphite Paint
Dixon's Lubricating Graphites
Dixon's Graphite Greases
Dixon's Automobile Lubricants
Dixon's Carpenters' Pencils, Etc.

Write For Dixon's Production Catalogue

JOSEPH DIXON CRUCIBLE CO. JERSEY CITY, N. J.

A 2-Cent Stamp

sen us will bring you all particulars about

DAVISON'S MINIATURE TOOLS



SOLD ON CONSIGNMENT

Such is their salability that we sell them that way, to be returned at our expense if not sold.

25c Each; $2.00 per doz.

Davison Mfg. Co.
112 FRONT ST.,
Brooklyn, - N. Y.

THE FANNER MFG. CO.,

CLEVELAND OHIO.

MADE OF FIRST-CLASS MATERIAL AND NICELY FINISHED.——EITHER TINNED OR JAPANNED.

ASK FOR OUR CATALOGUE OF HARDWARE SPECIALTIES, ARCTIC STOVE TRIMMINGS, ETC.



PELOUZE SCALES

ARE THE STANDARD FOR ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP

BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE

N° E 90 AS SHOWN 24 Lbs.
N° T 90 WITH TIN SCOOP.
N° 92½ BRASS DIAL, TILE TOP.

PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.

"Hold up! I'll take off my hat to the MYERS."



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why ***The Glass Valve Takes Competition Off Its Feet.***



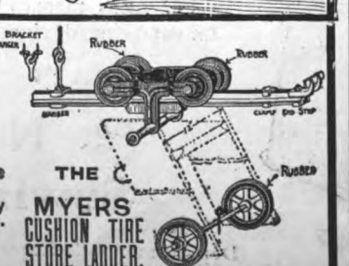
THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

Write for Descriptive Circulars to

F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

Look for the "HAY THERE"

Sign at these Fairs

Columbus, O.
Dayton, O.
Indianapolis, Ind.
Pontiac, Mich.
Grand Rapids, Mich.
Milwaukee, Wis.
Elkhorn, Wis.
Des Moines, Iowa.
Hamline, Minn.

Get an attractive Souvenir and satisfy yourself that our goods are the best on the market.

Stowell Mfg. & Fdry. Co.
South Milwaukee, Wis.

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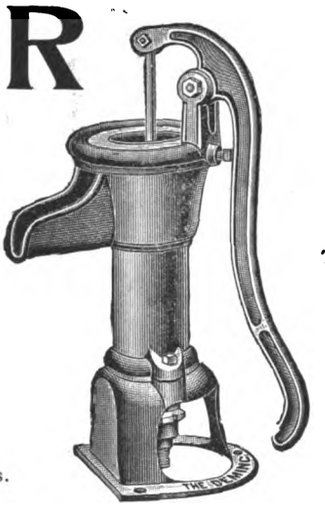


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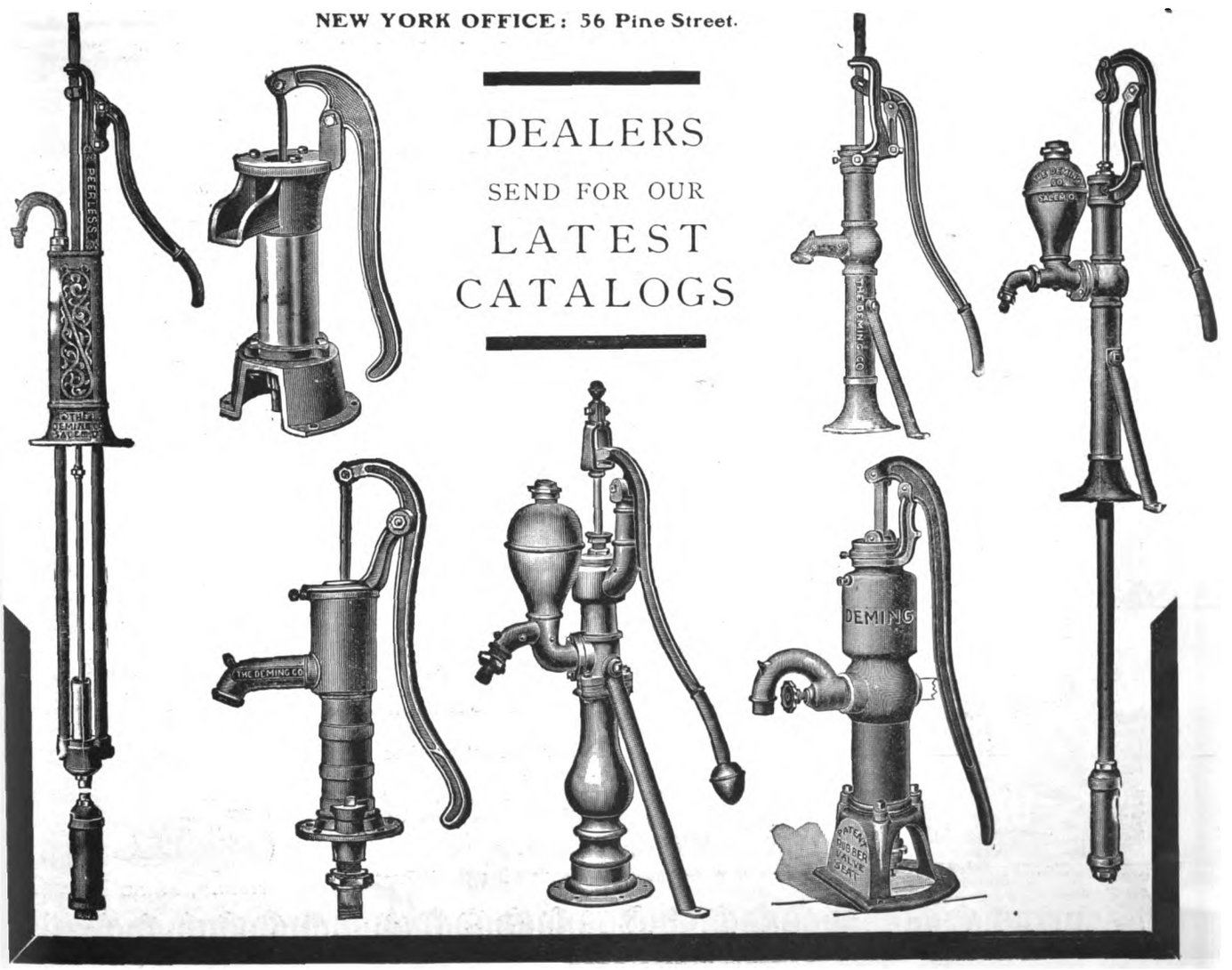
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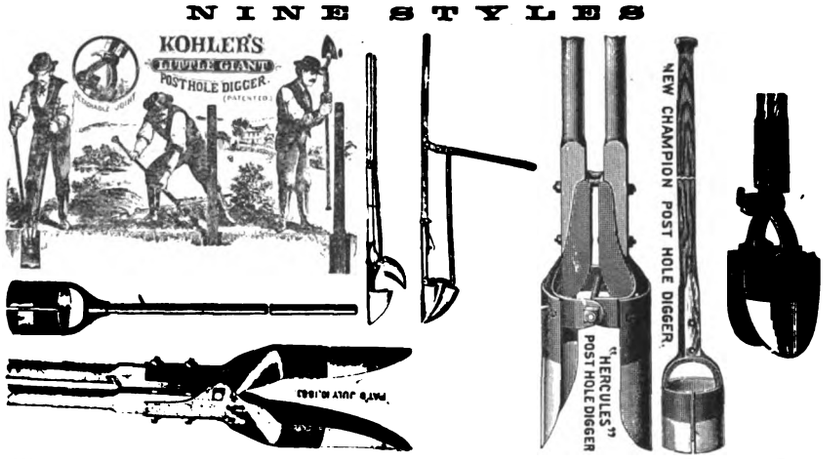
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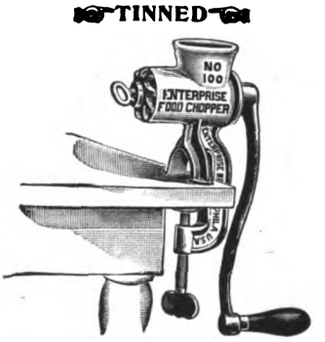


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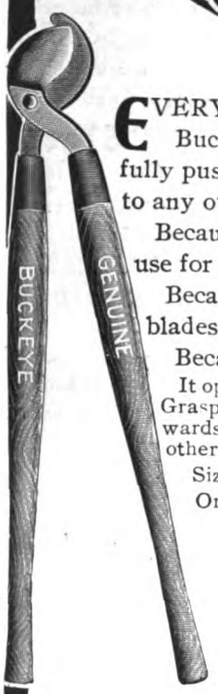
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It operates just opposite from other pruners. Grasp the limb with the hook, and cut towards you. It's quicker and easier than the other way.

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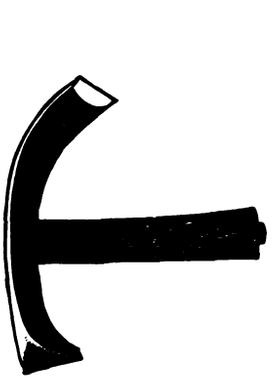
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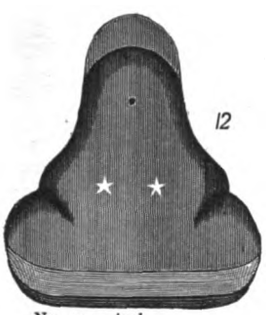
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Patent Rocking Chair and Stem Tips



No. 12—1 inch.
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For the Sharp End of Rocking Chairs:

Stem tips to insert into chair legs. Rocker tips give absolute protection to furniture and baseboard, protecting them from being marred or injured.

Stem tips for the end of chair legs to prevent noise or marring of the floor and lots of other rubber specialties. Send for catalogue.



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Dampers, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.

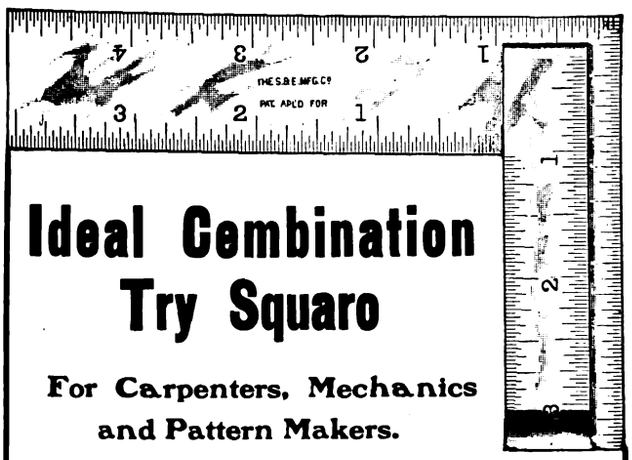
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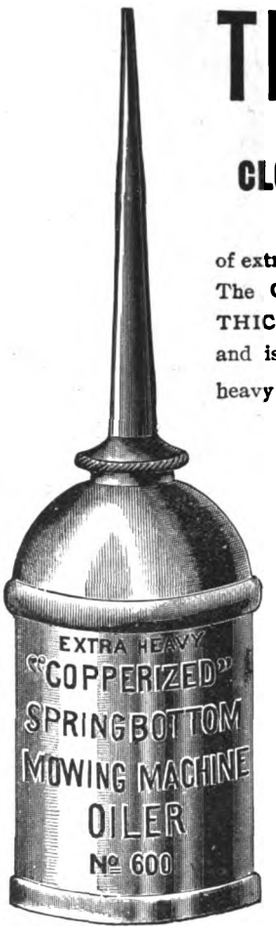
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STARRETT TOOLS

are used by all sorts of mechanics, especially machinists and carpenters.

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HARDWARE

Bommer Brothers, Brooklyn, N. Y., extend a cordial invitation to their friends and customers to visit its interesting exhibit at the St. Louis Exposition. It will be found at the corner of aisles 5 and C, Palace of Manufactures.

✤

Up to August 27th there has been sixty-two thousand, four hundred visitors to the Warren Model Hardware store at the World's Fair. This shows the interesting character of the exhibit and how it appeals to the average Hardwareman. It should not be neglected by any one contemplating a visit, as it is educational in the highest degree.

✤

The Arcade Manufacturing Co., Freeport, Ill., who was sued by the Stover Mfg. Co., for infringement, won the suit, they believing their "Gem" Mop Head made by the Arcade people infringed their patents, the decision of the United States Circuit Court for the Northern District of Illinois being in the favor of the Arcade Mfg. Co. The decision reviewed the claims of the Stover Manufacturing Co., and stated that "the 'Gem' Mop did not infringe the Stover patents," and dismissed the suit. The customers of the Arcade Manufacturing Co. are now at liberty to handle the "Gem" Mop without danger of interference.

✤

F. E. Myers & Bro., Ashland, Ohio, have lately added to their office force J. C. Frentz, formerly of the American Seeding Machine Co., of Springfield, O. Mr. Frentz has had many years' experience in office work, and was lately employed in the collection department of the American Seeding Machine Co. He will no doubt prove a valuable man to his new employers.

✤

Something new in butcher knives for household use is advertised in this issue by Goodell Company, 106 Main Street, Antrim, N. H. The peculiar design of the blade gives a long cutting edge where most used, and the handle "fits the hand." The ornamental swage, and in fact the whole appearance of the knife, will attract the attention of customers.

✤

The Treasury Department of the Government of Cuba has issued a circular in which it is announced that in the future no consular invoices will be required in the shipment to Cuba of merchandise not exceeding $50 in value.

✤

The American International Harvester Company is negotiating with the city of Brantford, Ontario, for the establishment of branch works there for the manufacture of plows, etc.

✤

The plant of the Imperial Steel and Wire Company, of Collingwood, Ontario, is about completed, and its products will be in the market this month. It will be one of the best wire-drawing plants in America, being planned to give an output of 100 tons of wire daily. The buildings are of brick, consisting of a boiler house 40 by 35 feet, an engine room 50 by 35 feet, a wire-cleaning and acid mill 100 by 70 feet, a wire-drawing mill 200 by 60 feet, a wire-nail mill 200 by 60 feet, and a galvanizing mill 225 by 50 feet. The buildings are served by two railway switches, and cover an area of about 5 acres. Ample room is provided also for a 100-ton wire-rod mill, which will be built this year.

✤

William G. Van Ness has been elected a director of the Allerton-Clarke Company, 97 Chambers Street, New York, to fill the vacancy caused by the death of Thomas W. Munroe, Mr. Van Ness also succeeding Mr. Munroe as secretary of the company. Mr. Van Ness has been connected with the house and its predecessors for the past 15 years.

✤

Charles H. Turner, president of the Albany Hardware & Iron Company, Albany, N. Y., has been tendered and has accepted the office of juror on the board which will name and grade the awards in the exhibition of Cutlery, Hardware, Plumbing, Sanitary Materials, Heating and Ventilating Apparatus, etc., at the St. Louis World's Fair. The duties of the board will begin the first of next month and continue two weeks. No better man for the position could have been selected. His long experience and fitness are well known.

Strange as it may seem, China is the largest purchaser of German needles. Indeed, about 50 per cent. of the needles exported from Germany are sent to China. The total value of the needles exported from the United States to China during the year ending June 30, 1902, amounted to $2.

✤

Athletic sports, to which only a few years ago little attention was paid in Germany, are now being indulged in by very large numbers. Tennis and football are perhaps more popular than in the United States. Athletic goods of all kinds, especially footballs, tennis balls, rackets, and shoes, and golf balls and clubs, are being imported into Germany from England in considerable quantities. The American manufacturer of sporting goods has perhaps never made an effort to enter upon an export business. The possibility of selling quantities of goods to Germany and other European countries would appear to be worth looking into.

NICE ORDER FOR HARDWARE.

The hardware for the new Chicago postoffice building is now being made at the Chicago Hardware Foundry Company's factory at North Chicago. The bill will be $20,000. It includes all the locks, door knobs, hinges and hardware ornaments. The company furnishes its own model and patterns. An order for $25,000 worth of the same goods has just been completed for the new First National Bank building at Chicago. These are some of the largest orders for such work given out for a long period.

SURCHARGE ON CATALOGUES IN AUSTRALIA.

Exporters will be interested in the announcement that a postal surcharge will be placed on all catalogues and price lists sent to the Australian Commonwealth after September 1, 1904, according to the following copy of the notification issued by that Government: "In connection with the Federal customs duty of 3d. per pound on advertising matter sent to Australia and the concession hitherto made in regard to the admission duty free of single copies of such publications received from export houses for the use of merchants, that on and after September 1 next such conecession will cease, and the aforesaid duty of 3d. per pound on single copies of catalogues and price lists sent through the post will be levied, by means of a postal surcharge, which will be collected by the postal officials before delivery of the packet to the addressee."

SOUTHWESTERN ENTERPRISE.

A Southwestern correspondent gives some figures interesting on development along the Southern Pacific lines for the five months alone, preceding May 30 last.

Investments in new rice mills in addition to old plants, etc., $5,872,000.

Investments in building new canals and improving old ones, etc., $539,450

Investments in saw mills, improvements, tram lines. etc., $1,003,000.

Miscellaneous, including pottery plants, piano factories, oil mills, banks, bank buildings, mills for oil bran etc., $563,924.

The correspondent expresses the belief that this list contains only about 50 per cent of the real industrial improvements that have actually been made in that section during the period mentioned.

A REMARKABLE CLOCK.

For the last 250 years peons and presidents, Indians and emperors have set their watches, if they had them, by the old town clock of Tlalpam, Mex. For 130 years it looked down on the great City of Mexico from the cathedral tower, and for the last 120 years the town of Tlalpam has taken its time from the old clock. This remarkable timepiece was set up in the cathedral in 1657. In 1790 it was removed to the town hall of Tlalpam, where it has been running since. Some months ago signs of senile degeneration were observed, and although various repairs were made the poor old clock refused to keep going. The clock will probably be sent to one of the museums of the City of Mexico, where there can be seen the oldest clock with the longest continuous record in the Americas.

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HARDWARE

VOL. XXVIII. SEPTEMBER 10, 1904. NO. 11.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

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The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

With the passing of Labor Day, the final vacations may be said to have ended, and the last of the boys will have said good-bye to the annual outing and returned to his desk refreshed and recuperated for his employment, and anxious for the results of the season's business in which he becomes a factor.

The recent reduction in the price of nails does not, to any noticeable extent increase the business by stimulating sales and making larger purchases, and we are pleased to report the trade generally understand the motive was to cut the ground from under the competitor, and that it does not serve as a forerunner of numerous changes in prices, unsettling the market, creating a feeling of uncertainty and otherwise limiting the demand for goods. The trade has not been subjected to any discomfort from the change.

Retailers stocks are light throughout the country, and the merchants are pursuing a conservative course thus early in the season. The weather has been fine and buyers should have their views of a more sanguine character, but they only look at the possibilities of the present, buy in a hand to mouth manner, and acting on their best judgment in a presidential year, which has a more or less feeling of uncertainty guiding its movements, they prefer waiting until the country renders its decision before purchasing the bulk of its supplies.

At this season, state and county fairs are the popular methods to ascertain the wants of the community in regard to their supplies. When the new prices possible to be made on fence wire and wire nails are announced, they will be productive of a more general inquiry in these lines.

As the harvest advances, all kinds of reports are heard regarding the condition of the crops. In regard to the wheat crops, it is felt there will be a great average loss, noticeably in some sections more than others. It is not general, only affecting some localities, while in others it is up to a condition that promises well. The corn crop will be an abundant one, and from the additional territory cultivated, cannot do otherwise than well. The cotton crop with increased acreage under cultivation is showing a fine condition, which at present prices will do its share toward a prosperous condition of the country.

EXPORTS OF MANUFACTURES LARGEST IN OUR HISTORY.

The fact that the exports of manufactures from the United States in the fiscal year just ended were the largest in the history of our commerce, and that during the last three months they have actually exceeded the value of agricultural products exported, lends interest to some figures just compiled by the Department of Commerce and Labor through its Bureau of Statistics, showing the growth in the exports of principal manufactured articles from 1870 to 1904, and the increase in importations of materials for use in manufacturing during the same period.

The statement divides the manufactures into ten great groups, which form, it says, about 80 per cent. of the total value of the manufactures exported. These ten groups are iron and steel, mineral oils, copper, agricultural implements, wood manufactures; chemicals, drugs and dyes, leather and manufactures thereof, cotton manufactures, paraffin, and paper and manufactures thereof. Iron and steel shows the largest total being in round terms 112 million dollars; mineral oils, 72 millions; copper, 57 millions; leather, 34 millions; agricultural implements, 23 millions; chemicals, 13 millions; wood manufactures, nearly 13 millions; paraffin, over 8 millions, and paper, over 7 million dollars.

Iron and steel and copper show the most remarkable growth during the period of thirty-four years, the growth in iron and steel having been from 13 million dollars in 1870 to $111,948,586 in 1904; and copper, from a half million dollars in 1870 to 57 millions in 1904. Mineral oils increased from 30 millions to 72 millions during the same period; leather, from less than 1 million to over 33 millions; cotton manufactures, from less than 4 millions to 22 millions; agricultural implements, from 1 million to over 22 millions.

These 10 articles or groups of articles form about 80 per cent. of the total manufactures exported. In 1870 their total amounted to less than 60 million dollars, and in 1904 amounted to about 363 millions. Copper shows a remarkable growth, especially during the last decade. From 1870 to 1893 the exportations of copper were small, seldom exceeding 5 million dollars. In 1894, however, there was an increase to practically 20 million dollars; by 1898 the total exceeded 30 millions; by 1900 it was over 50 millions, and in the fiscal year 1904 was over 57 million dollars, as compared with $504,741 in 1870. Leather manufactures also show a marked gain, having been but $673,331 in 1870, and $33,980,615 in 1904.

Equally interesting with the growth in exportation of manufactures is the growth in importation of foreign material required for use in manufacturing. Curiously, manufacturers' materials imported in 1904 are almost identical in value with finished manufactures exported. The raw materials imported for use in manufacturing in 1904 amounted to 321 million dollars, and the partially manufactured materials for use in manufacturing amounted to 136 million dollars, making a total of 457 millions of manufacturers' materials imported, as against 452 million dollars' worth of finished manufactures exported. These manufacturers' materials include raw silk, fibers, india rubber, hides and skins, furs and fur skins; chemicals, drugs and dyes, wool, cotton, wood, tin and iron and steel, and sundry other articles in a partially manufactured state.

A table showing the ten groups of manufacturers' materials, which form about 90 per cent. of the raw material imported for use in manufacturing, is published by the Bureau of Statistics. It shows that the importations of fibers have increased from 6 million dollars in 1870 to 38 millions in 1904; silk, from 3 millions to 46 millions; india rubber, from 3½ millions to 42 millions; hides, from 14 millions to 52 millions; chemicals, from 20½ millions to 65 millions; wool, from 6½ millions to 24½ millions; cot-

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ton, from less than a half million dollars in value to over 9 millions; wood, from a little over a half million dollars to over 20 million dollars, and tin, from less than 2 millions to over 21 millions of dollars in the period from 1870 to 1904.

The following shows the value of the ten principal groups of manufactures exported in 1870, 1890 and 1904:

Exports of principal manufactures, 1870, 1890 *and* 1904.

Articles.	1870.	1890.	1904.
Iron and steel	$13,483,163	$25,542,208	$111,948,586
Mineral oils	30,431,668	44,658,854	72,487,415
Copper	504,741	2,349,392	57,142,079
Leather and manufactures	673,331	12,438,847	33,980,615
Agricultural implements	1,068,476	3,859,184	22,749,635
Cotton manufactures	3,787,282	9,997,277	22,403,713
Chemicals, etc.	2,663,887	5,424,279	13,355,694
Wood manufactures	2,613,715	6,509,645	12,981,112
Paraffin	374	2,408,709	8,859,964
Paper and manufactures	519,694	1,226,686	7,543,728

The following shows the value of the ten principal groups of manufacturers' raw materials imported in 1870, 1890, and 1904:

Imports of manufacturers' raw materials, 1870, 1890, *and* 1904.

Articles.	1870.	1890.	1904.
Fibers, unmanufactured	$6,043,102	$20,541,767	$37,814,285
Silk, raw	3,017,958	24,331,867	46,100,500
India rubber and gutta-percha	3,459,665	14,854,512	42,214,219
Hides and skins	14,402,339	21,881,886	52,006,070
Furs and fur skins	2,236,229	2,165,213	9,005,873
Chemicals, drugs and dyes	20,573,832	41,601,978	65,272,176
Wool, raw	6,743,350	15,264,083	24,813,591
Cotton, raw	331,573	1,392,728	9,387,331
Wood, unmanufactured	670,131	13,518,310	20,490,058
Tin in bars, blocks, etc.	1,984,238	6,898,909	21,486,311

PUNCTUALITY IN BUSINESS.

Given equal capital, equal location and equal ability, the punctual man is the one who will succeed, where his easy-going, careless competitor will fail. Punctuality may be considered only a negative virtue, neverthless its lack leads to many a disappointment and many a loss, and, what is of more far-reaching importance, to distrust and lack of confidence which is fatal to all future business.

No matter what the weather or the feelings of the business man may be, his store should be open at the established time, as regularly as the ebb and flow of the tides. Then nobody in a hurry will have to go away disappointed at locked doors. No matter how trivial the business engagement may appear, be on the spot at the appointed time. A customer satisfied over a small purchase to-day, or over any little business engagement met and carried out as agreed, may eventually mean a trade of hundreds or thousands of dollars. Be punctual in waiting on customers or in answering inquiries. Never keep a customer waiting, even if you are the only one he can trade with in your town.

Punctuality in collecting accounts is another important secret of success in business—as important as punctuality in making sales. Laxness in making collections is sure to breed laxness in paying on the part of your customers; which, as you will admit, is a bad habit. But if you are not on the spot at the time appointed for payment, how can you expect your debtor to retain his respect for you as a business man? Business is business, and while the "pound of flesh" rule is not at all necessary in modern business, a close, practical, up-to-date, systematic method of making collections is absolutely necessary, and promptness is one of its prime factors.

Then, punctuality in the payment of your own bills is just as essential as punctuality in making collections. It is absolutely necessary in establishing and maintaining your own credit. It is much more important than large capital, and will stand you in better stead. The man with moderate capital who not only pays his debts but pays them promptly, stands to win out in the race for business success far better than the man with practically unlimited capital who is careless in meeting his obligations. This is true for a double reason. It gives him a better rating and credit, and it also tends to fix in him habits of punctuality and business forethought and acumen which are bound to make him a better and bigger man in a business way.

♣

It has been the joke of ages and is the joke to-day that lawyers and newspapers are great liars. In point of fact the lawyers and the newspaper men of the day are doing as much, at least, as people in other professions or trades in searching for facts and in making them public, and in so doing they are doing their part toward uprooting error and toward purifying the moral atmosphere.

FAR NORTHWESTERN TRADE.

(From our Regular Correspondent)

General business conditions in the far Northwest are exceedingly good. Mining is much more active in Montana than it was a year ago, and all the big smelters are being operated with double shifts, running day and night at full capacity. No small number of new properties are being developed, and a large amount of mineral is being brought into the market. Farm products are bringing good prices, and crops in Washington and Oregon are large. The only large interest that is now somewhat slow is lumbering—during the past three years the lumber business has been overdeveloped and now a little reaction has come.

In speaking of local Hardware trade in Butte, Mont., Mr. Henderson, of Henderson Bros. & Co., said: "Our business is constantly growing, and the building up of the farming interests here in Central Montana is certainly helping the business of Butte." Henderson Bros. & Co. have a large retail Hardware store, and handle a number of side lines, including stoves and ranges, crockery and glassware and sporting goods.

Another of Butte's finest stores is that of the Montana Hardware Co. The store is large, light and splendidly arranged. F. F. West, who for many years traveled this Western country and knows Hardware from A to Z, is the genial general manager. The business is wholesale as well as retail, and an extensive trade is carried on in Heavy Hardware and mining supplies. Sporting goods were added to the business two years ago, and this line is successfully looked after by Marvin Jenkins, one of the best posted sporting goods men in the State.

Very attractive window displays and catchy advertising is a feature of the Hardware store of Davis & Wiemscary Co., which concern cater to the very best trade. A large line of fine cut glass is carried, and this, as well as all crockery and glassware, is found to be a strong line to sell in connection with staple Hardware. This concern reported the business outlook as very satisfactory.

The Hardware store of the Anaconda Copper Mining Co. is large and well stocked. S. H. Greenwood, who is one of the best posted general Hardware men of the West, is manager, and is backed up by H. U. Doering, who looks after the trade in and about Butte.

The dry goods and department stores out here are finding that Hardware is not a profitable line. One reason perhaps is from the fact that, because of the higher wages and larger expenses of doing business than in the East, these stores are unable to sell the goods at any less price than do the regular Hardware merchants—and few people will go to a dry goods store for Hardware or a lawn mower or even house furnishing goods, unless they can see considerable saving in the prices. And here in Butte, where the unions control the labor market—and insist that the lowest wages be $60 a month, and the second year $80, whether male or female—it's not possible to make the low prices that the Eastern stores do on Hardware specialties.

The Anaconda Hardware men are in a better mood than a year ago Now the big smelter is in full operation, with a monthly pay roll of upwards of a quarter million of dollars, and business is good.

Mr. Coy, of Leck & Coy, who are one of the leading firms of the city, said that all branches of the business had been good this year, except bicycles. "The bicycle business has come down to a small thing now," continued Mr. Coy. "We don't sell as many wheels now the entire season as we did a few years ago in one week. But other branches are better—more general sporting goods is being sold—more farming tools and the crockery trade is better." Leck & Coy carry an attractive line of imported dolls, and at the holiday season do a large business. These goods are not often found in a Hardware store, but displayed together with cut glass and china make an attractive line, and Mr. Coy says a profitable one.

J. B. Stagg, of Anaconda, has a large store and conducts in connection with the Hardware business an up-to-date tin shop.

One notices less racket and bazaar stores in these Western towns than in former years. A few years ago this class of stores were making quite a bid for some lines of the Hardware business, but now have gradually dropped out of the line. One Hardwareman explained it in this way: "All the Hardware, tin shop and plumbers' supply dealers in our city got together a few years ago, and let the jobbers know that we positively would not buy from any concern selling this class of trade. We went still further—we clubbed our orders and placed large contracts for the cheap trash these racket stores were selling, buying at prices they could not get. We put in racket store bargain counters, and let the people have this cheap stuff at almost cost price. It worked like a charm. The jobbers wanted the Hardware merchants' trade, and therefore turned down the racket

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stores. The cheap plunder we put out brought us this cheap trade, and now the racket stores are a thing of the past as regards the Hardware line." It would seem possible to meet the unfair catalogue house competition in much the same way.

In Helena, Mont., the A. M. Holter Hardware Co. are gradually enlarging their jobbing business and now are working the trade of Central Montana in a very thorough manner. The success of this and other local jobbing houses, proves to a conclusion that no matter what happens to the big jobber in the changes that future years will bring in methods of marketing goods, there always will be a place and plenty of business for the local jobbing Hardware house. The Holter Hardware Co. have a well arranged, large double retail Hardware store. There is one remarkable feature about this concern. Everyone in the place seems to be in a happy mood, from the elevator boy up, there is a happy expression on everyone's face, that wins many friends and good customers for the house. F. C. Ashall, who is the buyer and assistant general manager, impresses salesmen the same way—and, as one drummer put it, "If there are any inside prices from our concern, Ashall is going to have them."

The Helena Hardware Co. recently moved and are now devoting their attention more to the wholesale business.

Spokane, Wash., is growing rapidly, and as years go on is becoming more and more of a wholesale center. This is no less true of Hardware than other lines. The building up of the country both East and West as well as North from Spokane, is making the city the natural center. The Hardware houses here are finding that they can successfully compete with the coast jobbers, and when it comes to getting goods quickly to their customers the Spokane jobbers have the Eastern concerns stopped to a finish.

The growth of the Spokane jobbers is well illustrated by the Jensen-King-Byrd Co., who will soon move into a new and larger building, being erected especially for them. The new building will give the concern about three times the present floor space, and will enable them to carry a larger stock, and by having arrangements of the building as the business requires, will put the Jensen, King, Byrd Co. in position to take still better care of their large growing jobbing trade. In referring to business conditions, O. C. Jensen said: "The trade is settling down to a more steady and better basis. The big ranches are being cut up into smaller farms, and these farmers are raising a larger variety of crops; all of which is better for general business. A good deal of business is being done in building materials." This concern are rapidly getting a large share of the sporting goods business of Spokane, having put in an up-to-date stock in charge of W. E. Henry, who is the most popular sportsman in Spokane.

An exclusively retail trade is carried on by the Millis, Price Hardware Co. A large line of stoves is handled by this concern, business has been good, so Mr. Millis said.

McGowen Bros. have just completed three new warehouses, in which is carried their wholesale stock and heavy goods. This is a three-story building of heavy iron and stone construction, and being situated on a siding of the Northern Pacific R.R., enables McGowen Bros. to handle all classes of goods at the lowest possible expense, and in this way the firm are well able to compete for the wholesale trade. A. C. Tyler, who took his turn on the road and demonstrated the possibilities in the jobbing trade, is now inside man, at the head of the purchasing department.

Another of Spokane's well arranged retail stores is that of Holley, Mason, Marks & Co., who also do a good jobbing business and are now working on a new up-to-date general Hardware catalogue.

The Spokane Hardware Co. occupy a large store and make a specialty of Builders' Hardware and tools.

There are few cities where the Hardware stores are better stocked or as a whole, make as good showing as here in Spokane. The same forces that worked in the years past and built up the jobbing concerns of the Middle West are now being seen out here—the success of the jobbers there in the past is a sure indication of the success for the jobbers here in the future.

HAMMERNAIL.

THE COMING CONVENTIONS.

It is announced that for the convention to be held at Atlantic City, November 16, 17 and 18, the headquarters of the National Hardware Association will be at the Hotel Rudolph, while the members of the American Hardware Manufacturers' Association will hold forth at the St. Charles. Secretaries Fernley and Mitchell are now receiving reservations for rooms from the members of their respective organizations. It is expected that the sessions of the November convention will be especially interesting, in view of the good work that has been done during the summer by the various committees.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Liability of Landlord to Tenant for Injuries Caused by Falling Ceiling.

QUESTION: I hired a flat by the month in January of this year in the city of New York. In February I discovered that the ceiling was loose and likely to fall. I warned the landlord repeatedly to fix it and he promised to have repairs made several times. A short time ago it fell, injuring my daughter very severely. The landlord refused to pay me anything. Advise me as to my legal rights?

REPLY: It is well settled in New York that no duty rests upon the landlord to repair premises which he has leased and there can be no obligation to repair except as created by the agreement of the landlord. If the landlord agrees to repair the premises and does not do so, it is the duty of the tenant to do the work himself at the landlord's expense, or if the premises are untenantable he may move out. The tenant has no right to let the premises remain in an unsafe condition, and stay there at the risk of receiving injury on account of their defective condition, and then recover from the landlord for such injuries. If the tenant chooses to stay in a room, the ceiling of which he knows is unsafe and likely to fall, he does so at his own risk and any injuries which he suffers on that account the law attributes to his own carelessness. You cannot recover from the landlord.

A Suit the Only Redress.

QUESTION: I am the producer of a small article that in my opinion has so much merit that I am perfectly willing to submit it to a possible purchaser without payment in advance. To this end I have prepared and sent out a letter making the proposition above referred to, and inclosing a blank by which the signer agrees either to send the money or return the article within a certain stipulated time. I have sent out a great many of these articles and a few have been retained by the signers of the blanks and no further communication has been received from them. I have written some three or four letters to every one, calling their attention to their previous agreement, and in the cases referred to have had no reply. Will you kindly tell me what is my remedy? The article is of small value, never amounting to more than a couple of dollars.

REPLY: Your only redress is to sue the parties who have retained your goods for the price which they agreed to pay you for them.

Agency Revoked by Death.

QUESTION: A man in Pennsylvania had a mortgage on my farm. He was accustomed to collect the interest on the mortgage through a local attorney. On January 1st I made semi-annual payment of interest to the attorney as usual. Since that time he has moved away and I am unable to trace his whereabouts. I have just received a letter from the executor of the mortgagee stating that the mortgagee died in December of last year, which I did not before know, and that his estate has not received the January installment of interest and threatening foreclosure unless it is paid at once. Must I pay the interest a second time?

REPLY: We are compelled to answer your question in the affirmative. It is a universal principle that agency is always revoked by the death of the principal. Consequently, if the mortgage died in December, the attorney was not authorized to receive the January payment and you made the payment to him at your own risk. It is immaterial whether or not you knew of the death of the mortgage at the time the payment was made. The law presumes that death is notice to the world of the revocation of any agency. Hence, though you did not know the mortgagee was dead, and made the payment exactly as you had been accustomed to do, you were not protected in so doing, in case of a misappropriation of the proceeds by the agent. Of course, you can institute civil and criminal proceedings against the attorney, if you find him.

CHARLES SARGENT, WHO FIRST APPLIED CHAIN PRINCIPLE TO BICYCLES, DIES IN POVERTY.

Charles Sargent, inventor of the chain principle as applied to bicycles, has died in Paris, aged eighty-three years. Despite his numerous inventions in improvements of the steering gear of bicycles and automobiles, which should have brought a fortune, Sargent ended his life in extreme poverty. His inventions comprised the tandem bicycle, a folding invalid chair, a mechanical merry-go-round and many ingenious appliances.

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RECENT TRADE PUBLICATIONS.

F. E. KOHLER & Co., Canton, Ohio, manufacturers of Hardware Specialties, under date of September first, have issued an attractive catalogue of their goods, including Anti-Rattlers, Post Hole Diggers, Steel Door Pulls, Garden Hose, Lawn Sprinklers and Rakes, Sawsets, Sidewalk Scrapers, Furnace Scoops, Snow Shovels, Garden Trowels, etc., etc. The above firm were established in 1879 and since that time for twenty-five years have continuously made Hardware Specialties. They make a specialty of their Little Giant Post Hole Digger which is a tool of rare merit, combining a post hole digger, transplanter, spade, pick and tamping bar. The most popular post hole digger on the market to-day, they claim, is their Hercules. The handles of these rest on the castings, thus relieving the strain on the bolts. Blades are of the best cast steel, properly tempered, and the irons the best malleable iron. "The neatest and strongest rake on earth" is their claim for their Improved Lawn Queen Rake. It is reversible and can be used for grass or leaves. Regarding their wood handle steel Garden Trowel, they claim not only attractiveness in appearance, but that it is practically indestructible, and free from all the defects found in other wood handle trowels. Their numerous other specialties are described and illustrated in their catalogue which would be gladly sent upon application.

BARNEY & BERRY, Springfield, Mass., are the authors of an interesting and valuable envelope size pamphlet catalogue containing 50 pages, devoted to the exploitation of their Ice Skates, which are for sale at wholesale by principal jobbers of Hardware and sporting goods throughout the United States, and at retail upon the counters of Hardware, sporting goods and toy stores generally. The cover of the book is an attractive one, the picture representing a hockey game in progress. They illustrate 34 different styles of Ice Skates, also an Ankle Support Skate, which is a practical help to skaters having weak ankles. It is simple and light, yet strong and effective, and is made on scientific principles. The book also gives directions for constructing an inexpensive skating pond, also rules for playing the game of hockey which govern the game in the principal leagues of this country and Canada.

EUGENE E. NICE, Philadelphia, Pa., has recently distributed his second edition catalogue of "Nice" Liquid and Paste Fillers and "Nice" Varnishes and Finishes. The cover of the pamphlet, which is envelope size, is of paper, but made to represent birch wood, and makes a very unique appearance. "Nice" Interior and Exterior Varnishes and Finishes enjoy an enviable reputation. In their manufacture they use only the best raw materials obtainable. All gums and other ingredients are carefully inspected and sorted and combined by the most accurate methods. All this, with proper ageing, insures a product unsurpassed for uniformity and durability. A few "don'ts" for varnish users are given which, if faithfully followed, will insure successful results. The book contains a great deal of information on this particular subject, and will be found of value. Another product from this office is their catalogue "C," a larger one than the above, and devoted to their Varnishes and Paints. They believe that the best in paints and varnishes, as in other lines, is always the cheapest. Following that idea, they state they are flattered by the widespread confidence which their methods and systems have engendered. Their line covers all grades and all prices, but in each they have made quality their consideration, thus, even their cheapest goods are dependable, reliable goods, receiving the same care and attention as do the better ones. A large surplus stock always carried in their warehouse enables them to make prompt shipment one of their strong points.

THE AMERICAN STEEL & WIRE Co., Chicago, Ill., have sent us a copy of their folder, which exploits their Steel and Copper Wire on spools. It is neatly arranged and illustrates the single spool and a box of one dozen spools. Also is given list prices on bright, annealed, tin-plated and hair Steel Wire and Copper Wire. All sizes are packed one dozen spools in a box. Copper Wire numbers 16 to 26 put up on ¼, ½ and 1-pound spools to order.

THE CLYDE CUTLERY Co., successors to the Hunter Tool Co., Clyde, Ohio, and 7-9 Warren Street, New York City, have recently issued their catalogue No. 11, exploiting their extensive line of Knives. The above business was established in 1850 by Chester Hunter, one of the finest steel workers in the world. His methods, modified from time to time in accordance with the most approved shop practice, are followed by them to-day, and as a result, they state, their products are unequalled. They guarantee to give two knives for every defective knife returned to them, and that every knife, when it leaves their factory, will be sharp. They illustrate their Clyde or Hunter Improved Draw Cut Pruning Shear, which they claim is the only pruning shear that has a positive draw or sliding cut and solid tool steel hook and blade, and a bolt with lock-nut. This is furnished regularly with shellacked handles, also furnished with painted handles when specified.

THE HOPKINS & ALLEN ARMS Co., Norwich, Conn., have sent us two very attractive envelope size pamphlet catalogues, one describing and illustrating as well as it is possible in so small a space, three very popular styles of Rifles. These goods are all of first-class workmanship throughout and each article is carefully inspected and tested before shipping. Their special system of rifling, they claim, insures better and more accurate shooting qualities than any rifle made at a similar price. They guarantee the quality of all their goods and they assure the purchaser that no better rifle can be obtained anywhere for the money. Their new factory is one of the largest and best equipped firearms plants in the world. The other pamphlet presents illustrations and brief descriptions of their well-known line of Single Barrel Shotguns, together with some new models which they are now introducing. These goods are all of first-class construction, workmanship and finish, each article being tested before shipping.

THE O'NEIL ELEVATOR COMPANY, 628 Cherry Street, Philadelphia, have issued a neat envelope size pamphlet catalogue of 13 pages, relative to their Elevators and Dumb Waiters. This concern makes a specialty of these goods, including all attachments and appliances for same; consequently, by confining themselves to the manufacture of this line exclusively, and having had many years experience in the construction of this class of machinery, they are enabled to produce the best, they claim, at the very lowest price. They guarantee against defective workmanship and material. "All orders filled at shortest notice" is their boast. They illustrate in their catalogue their No. 1 Side Post Hand Power Elevator; No. 2 Back Guide Elevator for use where it is objectionable to have posts standing out in the hallway or store; No. 3, Hand Power Carriage Elevator, and No. 4, Sheave Dumb Waiter, which is quick, free running and noiseless and adapted for restaurants and private dining rooms, and will carry a load up to fifty pounds. Send for one of their catalogues for further information.

THE PIQUA BRACKET Co., Piqua, Ohio, manufacturers of Baines' Patented Shelf Brackets, have recently printed for distribution among the trade, a very handsome pamphlet catalogue of 24 pages. Baines' Improved Brackets, adjustable and fixed, or stationary, form a new and complete system of shelving that is adapted to all kinds of business, and to every position wherever a shelf or shelves are needed in store rooms or dwellings. This improved system has many and great advantages over old methods, some of which are: The shelves are free from obstructions and props among, or in front of the goods, forming a clear, continuous line the entire length of the shelf section, just what is needed for the proper arrangement and best display of Hardware, dry goods, clothing, boot and shoe boxes, etc. A specialty made by this company is the Gem Shoe Holder and Shiner, which may be attached to side wall at a suitable height, allowing an erect position and the use of both hands, resulting in better shines. It is handsomely finished in polished nickel, and has no complicated parts to get out of order, and may be turned against the wall when not in use. It is extremely simple in operation, all that is necessary being to attach proper form, adjust the shoe, turn crank back tight, and the Shiner is ready for business. The forms provided are adapted for the shoes of the entire family, and will shape the shoe properly and hold it firmly. The advertising literature issued by the above company will be found of interest to those using brackets, or shelving of any kind.

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NEW GOODS AND SPECIALTIES.

THE MULTI-SHADE HANGER.

We illustrate herewith (Fig. 1) the Multi-Shade Hanger, manufactured by the Multi-Shade Hanger Co., Elmira, N. Y. Two of these are used at each window and each pair of hangers suspends two shades and one curtain pole. The bracket fits flat against the surface of the window casing and the little spurs are easily

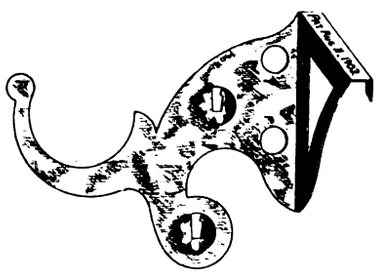


FIG. 1.

driven into the top of the casing by a couple of blows of the hammer. It is easily and quickly done without marring the woodwork and without the use of screws or nails. The hanger is ornamental, nicely finished, holds any shade, and its makers claim that it never gets out of order.

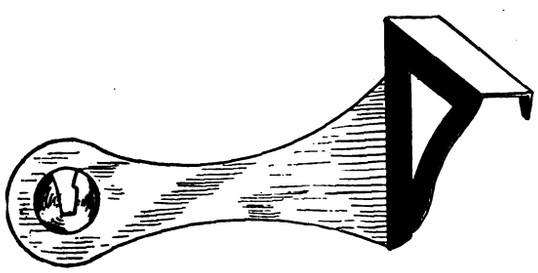


FIG. 2.

Fig. 2 shows the bracket designed to be fastened to the top sash, so the window can be lowered for the purpose of ventilation; allowing the shade to be adjusted so the room is not exposed to

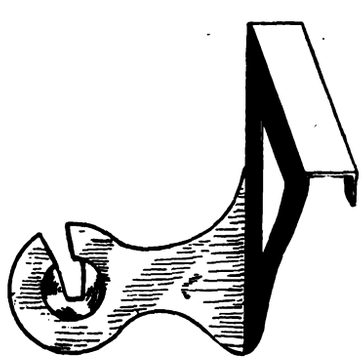


FIG. 3.

view, yet permitting the air to circulate freely without disturbing the curtain.

Fig. 3 is a cut of the bracket designed to support a single shade, and is fastened to the top of the casing in the same manner as the combination bracket.

THE ELASTIC TIP SPECIALTIES.

The Elastic Tip Company, Boston, are manufacturing an extensive line of very handy rubber specialties, which should prove an easy selling addition to any Hardware man's stock. One of their best selling lines is the Patent Elastic Steam Tip, figure 1 and 2, which is made of soft rubber for insertion in the end of a chair leg so that the chair itself never comes in contact with the floor after the tip is put on. Where tiled floors are used a



FIG. 1.

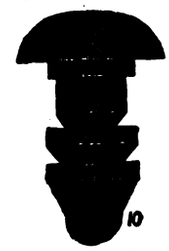


FIG. 2.



FIG. 3.

metal cap (Fig. 3) is used, which covers the rubber and allows the chair to be drawn over the floor easily. The Rocker Tips (Fig. 4) for attaching to the end of rockers, preventing their marking

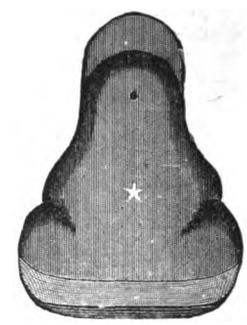


FIG. 4.

mop-boards has also proved an easy seller. The Screw Tips, Fig. 5 and 6, are so made that in case the rubber wears down, the screw being countersunk into a brass disc, can do no harm. This



FIG. 5.



FIG. 6.

brass disc also makes it impossible for the rubber head to be pulled off. A line of Rubber Head Nails (Figs. 7 and 8) are also made by this firm. In these goods a brass-headed nail is used



FIG. 7.



FIG. 8.

as it has been found that rubber adheres to brass better, it being impossible to vulcanize it to iron without special treatment.

BLACK SATIN POLISH.

Since the time when stoves were first used the task of keeping them clean and well polished has been one of the most disagreeable duties of the housewife; the reason, therefore, for the success of Black Satin Stove Polish is obvious. The Black Satin Stove Polish Co., 107 Chambers Street, New York, claim for Black Satin Polish that it will not burn red, that it is always ready for use, that it is made of the best materials and will not dry or spoil with age, and that it is the only unburnable, non-explosive polish on the market. It is claimed further that Black Satin Polish prevents rust and that after being polished with it a stove can be washed clean with water, and further, that it polishes the nickel parts of the stove, and the stove pipes and sheet iron stoves as well. The polish retails at 25 cents per can and is shipped to the dealer one to four dozen cans in a case, weight 12 to 45 pounds.

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THE "VILLAGE BLACKSMITH" LINE.

The excellent line of Knives and Tools bearing the brand "Village Blacksmith" that are being placed on the market by the Washington Cutlery Company, Milwaukee, Wis., are all made by that slow, but sure, method, hand work. The manufacturers



THE "VILLAGE BLACKSMITH" BUTCHER KNIFE.

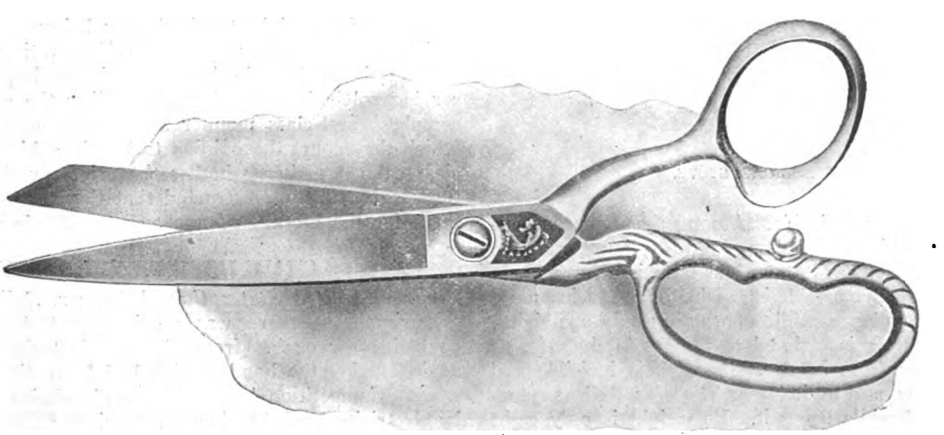
claim that in adhering to this method of turning out their goods they are able to produce cutlery of a much higher standard of quality and greater selling and wearing power than can be produced when machine work is used. Starting with the bar of steel at the anvil, all through the many processes, to packing for shipment, the work is done entirely by expert workmen, and passing as it does under the close inspection of so many watchful eyes, it would seem impossible for a tool to reach the shipping room with a single flaw. We illustrate herewith one of this firm's butcher knives, also their method of boxing knives. Their handsome booklet with discounts to the trade will be mailed on application.



MODE OF BOXING.

FERROID SHEARS.

The Ferroid Shear, new in design and having some excellent points of advantage, has been placed on the market by the Bridgeport Hardware Mfg. Co., Bridgeport, Conn. One of the features

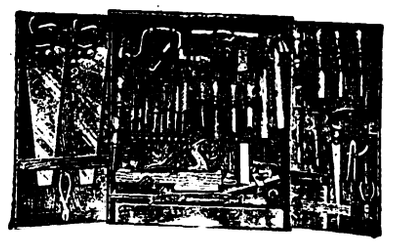


THE FERROID SHEARS.

of the shear is the broad rest for the thumb on the small bow, making its use very comfortable. Its manufacturers claim that this shear, which we illustrate herewith, is made of a special metal by a special process controlled by this firm, and that the cutting edges, which can be sharpened on an emery stone or wheel, are carefully tempered, insuring a clean cutting surface. The shear is finished in heavy nickel plate and put up half-dozen in a package, each shear in an anti-rust paper pocket.

EUREKA TOOL CABINETS.

The American Tool Chest Company, 200 West Houston Street, New York City, have added to their assortment a line of tool cabinets under the name of the Eureka Tool Cabinet No. 1, 2 and 3. The first two cabinets being identical in size, but with a third more tools in the No. 2. The No. 3 is larger than either of the others and contains nearly twice as many tools as the No. 1. The cabinets are made of chestnut, finished natural, with a brass lifting handle on each of the two sides. Cabinets Nos. 1 and 2 are 27 inches high, 20 inches wide and 8 inches deep, No. 1 containing 36 tools and No. 2, 48 tools. The No. 3 cabinet is 31x25x8 inches, outside dimensions, with two bottom drawers, instead of one, and contains 60 tools. The cabinets, supplied as they are with tools that are high grade only, are suitable for professional use, although intended to be only such tools as a gentleman would naturally select.



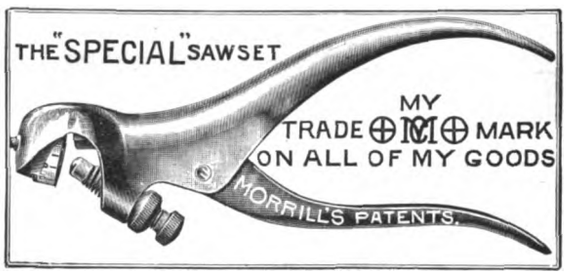
EUREKA TOOL CABINET.

A NEW SAWSET.

Morrills' Sawsets have been favorably known to the mechanic for over twenty-five years, but it has remained for the manufacturer, Charles Morrill, 277 Broadway, New York, to score their latest success in their new model, the "Special." In this sawset is combined the advantages of his No. 1 and No. 95 Sawsets with none of the disadvantages of either, and in addition possessing many advantages distinctively its own. By the aid of this sawset, the art of setting a saw has become an exact science, and there is no longer any excuse for a carpenter or woodworker to have a badly set saw. The anvil is beveled to give the proper set to any

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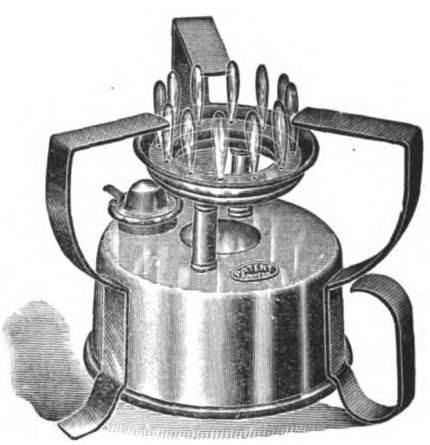
hand saw, and all the carpenter has to do is to read off from the body of his saw the number of teeth to the inch it has, set the anvil on the sawset to the corresponding number, then run the gauge screw up until the body passes through without binding.



Then by going down one side of his saw, and setting the alternate over, then reversing the saw, and setting the remaining teeth the other way a perfectly set saw is produced, one that will do the finest work and run the easiest. In this sawset the gauge screw is provided with a lock-nut to keep it from turning, the handle is on the bottom and the set is dust and dirt proof, the anvil is set on an incline, allowing the operator to see the set he is giving the saw, and also permitting the plunger to be made stronger. Although this set has only been out since January 1st, it has met with an unprecedented welcome. It is needless to add that Chas. Morrill is still making the other sets of his line, No. 1-10-11-95 for hand sawsets, Nos.3 and 4 for cross-cut sawsets and No. 5 for circular saws, as well as the Bench Stops No. 1 and No. 2, so well and favorably known to the trade at large. Mr. Morrill has recently brought out a booklet entitled "Morals Up-to-Date" which contains details concerning his line, and which he informs us he will be glad to mail to any address upon application.

GLOGAU'S ALCOHOL-GAS STOVE.

Glogau & Co., 21 Quincy Street, Chicago, Ill., are placing upon the market, through the Hardware and Housefurnishing Goods trade, a very compact and useful article under the name of Glogau's Alcohol-Gas Stove, an illustration of which we give herewith. The stove is admirably adapted for the use of travelers, sick rooms, camps, chafing dishes or light housekeeping, or where-

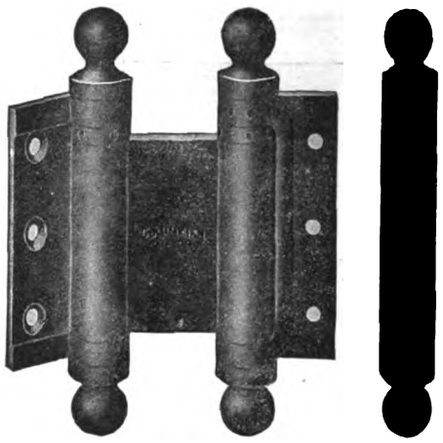


GLOGAU'S ALCOHOL-GAS STOVE.

ever gas is not available or desirable. Among the numerous advantages claimed for this useful household appliance may be mentioned that it manufactures its own gas, and is always ready for use, and while extremely portable is capable of producing more heat than any similar appliance, while consuming only one-eighth the amount of alcohol. It is claimed to be absolutely safe, as explosions cannot occur from its use. Its wick is invisible and never requires renewing, and as it is smokeless as well as odorless, no soot is formed while using it. Its weight is only eight ounces, and it will burn as steadily as a regular gas stove. It is so constructed that it may be upset without spilling the alcohol. The little flames noticeable in the illustration are readily extinguished, requiring no special instrument, but can be blown out like a candle. It is capable of boiling a quart of water in twelve minutes. As it has a reservoir that will hold seven ounces of alcohol, it does away with the labor of frequently refilling. Either wood or grain alcohol can be used in it. Altogether it is a very useful little article, and can be readily sold by the Hardware trade. The New York office of the above company is at 204 East 14th Street.

THE COLUMBIAN SPRING HINGES.

The Columbian Hardware Co., Cleveland, Ohio, are the manufacturers of the Columbian Spring Hinges, herewith illustrated, which is made in sheet steel, bronze and brass. The center flange is seamless, and the manner in which the side flanges are reinforced is referred to as giving it solidity. The hinges have special steel bearings in every joint, and the carpenters gauge is of assistance in placing the hinges in position readily. The springs are alluded to as being of extraordinary length, and has not only increased the capacity but also contributing to the life of the hinge. The hinges are made both single and double acting, and in all the finishes demanded by the trade.



THE COLUMBIAN SPRING HINGE.

WARREN'S NEW STYLE CABINETS AND PRICES.

J. D. Warren & Co., Chicago, Ills., have recently issued their price list, dated September 1st, 1904, annulling all previous lists and terms. This new list contains many new designs in which are their standard sized Cabinets and Bases with prices as low as $1.50 per lineal foot for each, respectively, with the new "Chicago Pattern" line (the construction of Cabinet and Base combined), which is very practical and at popular prices, the complete Cabinets and Bases varying in prices from $18.75 to $70.00 each. During the two years since their last price list was issued, great improvements have been made on every standard Glass Front Cabinet and Base, so that in the completion of their World's Fair series they produce that which the term Shelving is not a correct defining word of what they are, as the duties performed by them surpasses the ability of any individual possessing in themselves the various qualifications of buyer, seller, stock-keeper and accountant, to such an extent as to constitute a complete store keeper, requiring but little ordinary aid in performing all the requirements of successful merchandizing, inasmuch as they display, give the price, and enable the delivery of all styles of Hardware goods from A to Z inside of one minute. The price of each Cabinet is pro rata alike in keeping with the cost of construction, the cost of the highest priced ones being mainly labor, through which advantages they are more self-operating and pay for themselves quicker than the less expensive styles, their seven patents serving solely in the office of enabling the construction in such complete, first-class manner as the merchant desires it, and on which they court the opinion to be given him by any local, first-class cabinet maker, whether the prices are high or low on fixtures so perfectly constructed that they are willing to guarantee them for the lifetime of any average Hardware establishment.

CHAIN INDUSTRY IN GERMANY.

(From United States Consul Langer, Solingen, Germany).

During 1903 there was an increased demand from foreign countries for chains from German factories, enabling them to again employ the hands which had been discharged for lack of work. Competition by machine-made chains and chains welded by electricity tended to lower the price of forged chains, although the quantity used did not decrease. The trade in crane and ship chains remained about the same during the first half of the year in spite of the labor strike, which lasted nearly three months. During the last half of the year a very noticeable slack set in, which still continues, chiefly because of lack of activity in navigation so that hardly any orders are received from harbor cities. As a result of the strike, during which factories in the city of Iserlohn, the principal chain-manufacturing center of Germany, were entirely shut down, foreign competitors received a good share of the orders, and much of the trade thus acquired is still held by them. JOSEPH J. LANGER, *Consul.*

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Nothing Like It.

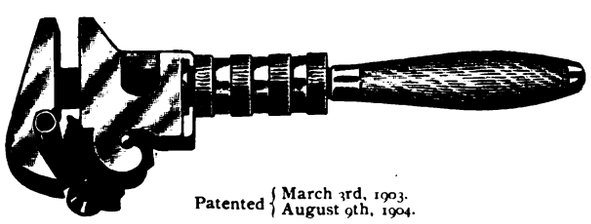
Combination Pipe and Monkey Wrench, and Pipe Cutter.

Quality and Utility Absolutely Guaranteed.

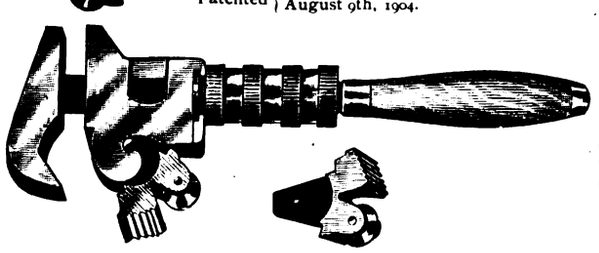
It Does Its Work Easy and Perfectly.

Each Tool perfect, and will do the work of Three Separate Tools. The ***TIPPING*** feature in the Pipe Grip insures a ***positive*** and ***instant*** Grip, and holds Pipe firmly without crushing, will not slip or lock on the pipe, and releases instantly on backward movement without wedging. By throwing the Gripping Jaw back, the pipe can be placed or replaced in V of Wrench without running nut or sleeve back more than one turn. The ***PIPE CUTTER WHEEL*** is eccentric, thus insuring a free and rapid cutter, and enables the operator to force up on the nut, or sleeve, when low part of Wheel is in contact with the pipe.

MADE FROM THE BEST OF MATERIAL. PARTS INTERCHANGEABLE.



Patented { March 3rd, 1903. August 9th, 1904.



10	inch,	adjustable	to	pipe	from	¼	inch to 1	inch	in Diameter,
12	"	"	"	"	"	½	" 1¾	"	"
15	"	"	"	"	"	½	" 2¼	"	"

Send for Prices.

Vises, Machinists' Tools and Hardware Specialties.

MANUFACTURED BY

Bonney Vise & Tool Works, Inc.

3011-13-15 Chestnut St.

Philadelphia, Pa., U. S. A.

Like an Open Book

The strong features of the

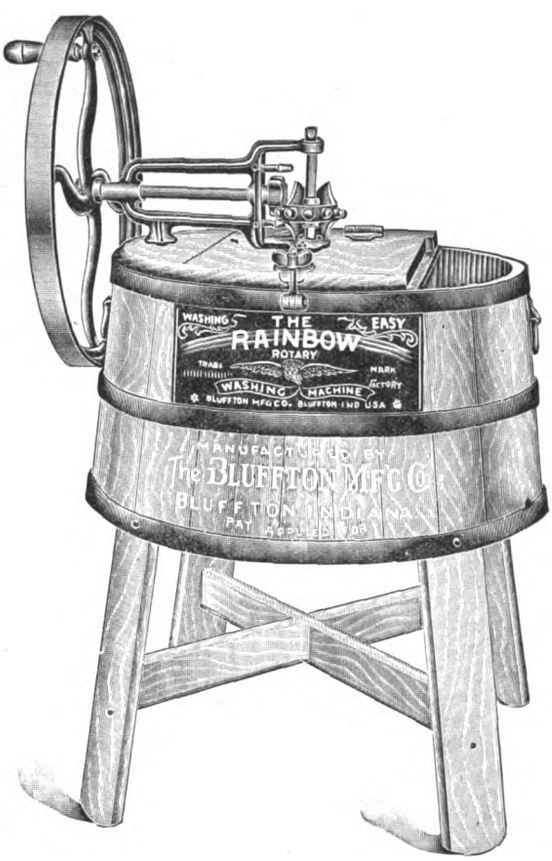
Rainbow

are so apparent that customers appreciate at a glance.

Its speed in operation

Thorough Cleansing

quality, cleanliness in use and durability.



It is better to get the Rainbow now than it is to wait until your competitor gets the agency.

It may be too late then.

Bluffton Mfg. Co.,

Bluffton, Ind., U. S. A.

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RED JACKET MANUFACTURING COMPANY OUTGROWS ITS BIG PLANT AND IS NOW MAKING PREPARATIONS WHICH WILL DOUBLE ITS PRESENT CAPACITY.

The Red Jacket Manufacturing Company, whose "so easy to fix" pumps are known all over the world, has made possible its further expansion by the purchase of a six-acre tract in West Davenport, on which will shortly begin to arise several modern factory buildings that will, with the commencement of the coming year at the latest, be hives of industry humming just as lively as is the company's present big factory.

The tract is located on the joint line of the Rock Island and C., M. & St. P. systems, with a frontage on the railroad of 250 feet. It was purchased from the Meumann estate, for approximately $1,000 an acre, and the heirs are to open a road from the factory site to the Rockingham road. An option on six adjoining acres has also been secured, and before it expires, in a year's time, the company may add that tract to its holdings, as it has every reason to expect that it will outgrow its new plant as fast as it has its present one.

The purchase means the immediate erection in West Davenport of a large foundry, 85x200 feet, a machine shop, 85x200, a rattling room, 40x80, a power house, 32x40, a fire-proof pattern vault, 40x60, and casting sand, coke and pipe sheds and other storage buildings.

A switch track will be run through the center of the property, from the adjacent joint Rock Island and Milwaukee track, and the buildings will be on both sides of the track.

The foundry is so located on the side track that all material used will be unloaded from the cars in the immediate vicinity of where it will be used. Care has been taken, too, in the location of all the buildings in relation to each other so that there will be no unnecessary handling of material.

These will all be of modern one-story fire-proof construction, and when in use will double the capacity of the factory and the number of men employed. The new foundry is expected to give employment to 100 men and the new machine shop will keep 125 more busy. All the buildings will have the most modern equipment for doing their work, a majority of the castings will be made on molding machines, and the company, instead of being months behind with orders, and compelled at times to turn away good business, will be in a position to work up its foreign field and tell the domestic buyer that they not only make the best pumps in the world at Davenport, Ia., but that his order can be filled promptly enough to satisfy any reasonable man.

The Red Jacket Manufacturing Company recently found it necessary to increase its capital by adding $50,000 of 7 per cent. cumulative preferred stock and providing for the issue of stock up to $250,000 to give facility for further expansion, which is one of the certainties of the future.

The company was incorporated April 4, 1895, with a capital of $75,000. It then manufactured but two pumps, one for shallow and one for deep wells— in several sizes, of course. These were the original Red Jacket "so easy to fix" pumps. The fact that all the working parts of a Red Jacket pump can be pulled out of the pump and any defect repaired without removing the pump from the well is what has made the terms "Red Jacket" and "so easy to fix" synonymous all over the world. A monkey wrench is the only tool needed to repair the Red Jacket, and it is to this fact more than any other that the Davenport company ascribes its remarkable success and the phenomenal popularity of its pumps.

In nine years the company has added a great many styles of pumps to its original pair, meeting all conditions and requirements from Canada to New Zealand, until now it manufactures over 75 kinds of pumps, embracing over 300 styles and sizes.

It also makes about 60 kinds of cylinders, from 1¾ to 6 inches in size, and from 10 inches to 5 feet in length, making with their variations in equipment about 3,000 styles of cylinders that it furnishes to its trade.

Pumps that work by hand, that are propelled by windmills, gasoline engines or other power, from the simple house cistern pump to the large town force pump for fire protection—all these are now included in the output of the Davenport factory.

Its specialty, however, is its deep well force pump, for use in wells of any depth. A great many of its pumps are being worked successfully by hand in wells 400 and 500 feet deep, a test which leaves nothing more to be said.

The secret of the success of these deep well pumps lies in the almost complete elimination of friction by the use of the special Red Jacket pipe which the company manufactures for use with its pump. This pipe being of large diameter and light weight permits of the use of a wooden rod, and the combination works to perfection.

The company also manufactures a large line of pump sundries, such as valves of different kinds and for different uses—strainers, air chambers, force heads for power and gas engine use, rod couplings, etc., etc. It also makes a large variety of hydraulic cup leathers and valves and many other things appreciated by the trade.

But all this output must be sold. It sells without argument, but the company keeps ten traveling men on the road to keep in touch with its trade. It now has over 3,000 customers in the States of Iowa, Illinois, South Dakota, Nebraska, Missouri, Wisconsin, Indiana, Ohio and Michigan. A list of over 100 wide-awake jobbers also handle Red Jacket pumps exclusively in the rest of the United States and Canada, receiving the goods in car load lots and distributing to the dealers in the territory they cover.

The States named are supplied directly from the home plant, and are covered by eight salesmen, while two circulate among the more distant agencies.

Having met the domestic demand for its goods only with great difficulty, the company has not sought to work up a foreign trade. It has, however, exclusive agents in Australia, New Zealand, the Argentine Republic and other foreign countries, and has shipped its pumps to Mexico, France, Germany, England, India, Egypt, South Africa and most parts of the known world.

MEMBERSHIP CERTIFICATE OF SOUTHERN SUPPLY AND MACHINERY DEALERS' ASSOCIATION.

The certificates of membership of the Southern Supply and Machinery Dealers' Association, which have just been issued to the members of that association, are beauties, as will be acknowledged by all who have seen them. The name of each member is engraved on a certificate, together with the date of admittance, and then signed by the secretary-treasurer and president, afterwards neatly framed and expressed to the member. These certificates have been given prominent positions in the offices of the members of the association and speak in no uncertain words of the high regard and attachment each member bears to the association, which—though in its infancy—has made marvelous growth and established for itself a name and reputation known and recognized throughout the entire country.

HONORARY MEMBERSHIP.

The resolution adopted at the third annual convention of the Southern Supply and Machinery Dealers' Association, held at Old Point Comfort last April, granting manufacturers, under certain conditions, the privilege of honorary membership, has proven of very great benefit to both the association and the manufacturers who have availed themselves of the invitation to join the association. We understand that the manufacturers are not only willing to form this connected association, but are anxious to do so. They recognize the fact that the dealers' welfare and success is but a reflection of their own condition, and are therefore striving to better the dealers' conditions. There was a time when certain manufacturers imagined that they could cultivate both the consuming and jobbing trade—not only profitably to themselves, but also satisfactorily to all interested. In other words, they sold the dealers their goods and then competed with the dealers for the consumers' trade. Since the advent of the Southern Supply and Machinery Dealers' Association conditions have changed. The manufacturers have been brought to see the error of their ways, the dealers have likewise remedied some of their own shortcomings, and the standard of business dealings is accordingly on a much higher plane and constantly striving for higher attainments.

President Blow extends all manufacturers a cordial invitation to become honorary members of the association. Blank applications and any other data or information will be cheerfully supplied upon request.

Very encouraging reports are received from all sections of the country regarding the work which has been accomplished by the Southern Supply and Machinery Dealers' Association. Its membership is rapidly growing and its sphere of usefulness increasing from day to day. All supply and machinery dealers not now connected with the association are cordially invited to join. Full information will be cheerfully furnished upon application to President Blow.

♣

Here's a pretty good leap year limerick "made in London:"

A girl, who was quite an adept,
As to Reginald's elbow she crept,
Whisper'd into his ear,
"This is Leap Year,' my dear!
Do you think you could leap?"—And he "lept."

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HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED AUGUST 23, 1904.

368,632. BUCK SAW. S. Walter, Dallas City, Ill.
368,646. SASH FASTENER. G. W. Brown, Bridgeport, Conn
368,657. DOOR CHECK AND HOLDER. C. M. Elkins, Wakefield, Mass.
368,667. RAZOR STROP. G. Helm, Detroit, Mich.
368,737. EXTENSION LADDER. C. A. Staples, Cambridge, Mass.
368,922. FISHING LINE REEL. W. D. F. Jarvis, Phippi, W. Va.

PATENTS ISSUED AUGUST 23, 1904.

768,072. FLUTING DEVICE. H. S. Pease, Cincinnati, O.
768,113. SELF-TIGHTENING TOOL HOLDER. E. S. Costa, Quincy, Mass.
768,135. BLIND ROD CLAMP. J. F. Fuller, Rowland, N. C.
768,133. DOOR CLOSER AND CHECK FOR OPERATING DISINFECTING DEVICES. F. A. Martin, Chicago, Ill.
768,137. DOOR HANGER. J. T. McCabe, New York, N. Y.
768,312. SLIDING DOOR GUIDE. E. T. Robinson, St. Louis, Mo.
768,416. WINDOW SCREEN. C. G. Woods, St. Louis, Mo.
768,417. WINDOW SCREEN. C. G. Woods, St. Louis, Mo.
768,441. SCREW DRIVER. T. W. Fisher, Helena, Mont.

PATENTS EXPIRED AUGUST 30, 1904.

368,954. SELF-HEATING SAD IRON. Wm. Kratz and Chas. P. Kratz, Evansville, Ind.
368,960. SASH FASTENER. W. F. Morse, Norwood, Mass.
368,977. PICKET FENCE. E. F. Shellaberger, Beaver Falls, Pa.
369,010. LANTERN. J. H. Kelly and E. P. Follett, Rochester, N. Y.
369,017. CARPET SWEEPER. W. J. Drew, Grand Rapids, Mich.
369,108. CAN OPENER. Wm. J. Hammer, Boston, Mass.
369,236. REVERSIBLE SASH WINDOW. F. H. DeGuerre and W. W. DeLano, San Francisco, Cal.
369,273. EGG BEATER. T. W. Brown, Belmont, Mass.

PATENTS ISSUED AUGUST 30, 1904.

768,669. DOOR HANGER. Wm. Louden, Fairfield, Iowa.
768,718. DOOR SPRING. A. C. Austin, Hudson, S. D.
768,770. COMBINED MOP AND MOP WRINGER. Chas. E. Shaw, Spokane, Wash.
768,897. CUSPIDOR CARRIER. Chas. H. Gunn, Angels Camp, Cal.
768,899. STOVE MAT. Z. T. Hall, Ridley Park, Pa.
768,912. FLAT IRON. H. M. Horine, Chicago, Ill.
768,952. KNOB FASTENING. G. W. Roberts, Laanna, Pa.
769,109. SASH PULLEY. W. N. Packer, Shelby, Ohio.

SOUTHERN GRIT.

Galveston's sea wall, three and one-quarter miles long and standing seventeen feet above mean low tide, was finished, and the work of raising the grade of the city to a level with the top of this barrier has begun. The predictions, made at the time of the city's engulfment, that the location of this great entrepot of the South would have to be changed have been splendidly refuted. There are few tasks so hard that they can not be accomplished where there is a will to do. Faith moves mountains, but only figuratively. Grit does so actually when it causes them to be shoveled into cars and hauled away; it sets limits to the sea and enables a city whose inhabitants are possessed of that quality to pluck a victory out of seemingly overwhelmingly disaster.

EARLY ENGLISH PATENTS.

Long before the passing of patent laws in England, monopolies for the manufacture of certain articles were granted by personal favor of the King and for a time this practice proved of great benefit to the people. However, the rapacity of the Stuarts caused them to grant licenses for their personal gain, irrespective of the prosperity of their subjects at large. This brought about the forcing from James I. of a statute which abolished monopolies with this exemption—that monopolistic privileges should be permitted for the "sole working of making of any manner of new manufacturers which others at the time of making such letter patent and grants should not use, so that they be not contrary to law or mischevious to State." The immediate successors of James I. managed to override this law but still, until the nineteenth century, the granting of letters patents remained the monarch's prerogative.

Perhaps the oldest Hardware patent on record was one granted in 1571 to Richard Matthew for "knife-handles made of divers pieces of horn mixed with yellow or white plate." The blades were stamped with a crescent, showing the Mohammedan origin of the design. It is hinted that Matthew had possessed himself of samples of the built or inlaid hafts of Oriental make still common in the East, and was himself only the appropriator of others' ideas. Still, his patent brought him some fame, but the Cutlers' Company, scenting the commercial benefits of the process, disputed his rights, claiming that the trade at large ought not to be restricted from the use of what was only a slight improvement on an existing industry, and Matthew's monopoly was declared void.

In those days patents were few and far between. All the older specifications are interesting as illustrating the special needs of the time, many of them also because of the very impracticability and grotesqueness of the suggested mechanical devices. Perhaps the form of genius nearest akin to madness is mechanical genius.

From 1625 to 1634 only sixty-one patents were granted, so that the clerks in the Patent Office must have had even an easier time than they have at present.

Then, in 1660, when the letters patent numbered only 131, Edward, Marquis of Worcester, registered a device whereby, he said, it would be made possible, for a passenger to loose a carriage from its shafts in the "twinckleing" of an eye in the event of the horses bolting. This same Marquis of Worcester was a genius in spite of his rank. He invented and constructed the first actual steam engine, which was used for raising water. He actually erected one of his engines of about two horse power on the banks of the Thames at Vauxhall, where it was employed in supplying the neighborhood with water.

Twenty-three years later, in 1683, an important patent was taken out by William Palin and William Loggins for a process of iron rolling to take the place of drawing the iron by hammer and hand. Could these gentlemen rise from their ashes and see the present-day application of their idea, what a pride would be theirs! But their very names are forgotten, except for the record in the Patent Office.

The wheels of travelling carts and coaches played havoc with the roads. This accounts for the ideas of Kendrick Edisburg, who in 1691 proposed to substitute wide rollers for the wheels, and of Anthony Barlow, who a few years later proposed to attach to the peripheries of the wheels, iron bars, or plates. Thus they sought to preserve the roads from the deep ruts which were the causes of nearly all the inconveniences of travelling.

SHORT SERMON ON ADVERTISING.

Big type doesn't always mean good argument.

Good advertising and good sense are first cousins.

Anybody can cut prices, but it takes salesmanship to sell goods at a profit.

Confucius said, "He who speaks without modesty will find it difficult to make his words good." Remember this when you sit down to write an ad.

Everything comes to the man who goes after the things some other fellow is waiting for.

The plain, every-day, "human interest" element in advertising will sell more goods than the mystical side of it.

One robin don't make a summer, neither will one good advertisement keep the store full of customers.

The quality to be most earnestly striven for in advertising is not originality, or cleverness, or even personality, but INFORMATION.

Advertising is the business news of the store. When it stops, the public have a right to believe that there is "nothin' doin'."

Good advertising simply holds the mirror up to the commodity, reflecting it so faithfully that readers will come under its attraction—not under the attraction of the advertising, which is just a medium and nothing more.

The greatest asset in advertising is public confidence—the knowledge on the part of the public that when you say it is so it is so. This asset is easily acquired through honorable dealing and as easily lost through sharp practice.

Always leave something unsaid in your ad. Telling the whole story is not wise. Judgment is seldom influenced when you rob the reader of his natural desire to find out more about the article than is told in the ad. This desire to find out more often produces a sale. Small words are the strongest words. They are most easily understood and make deepest impressions. It takes more skill to use small words right than to use big words, because the small words have got to mean something.

One billion dollars is expended annually for advertising in the United States—that's two and a half million dollars a day or thirty dollars every second. The department stores of New York City spend over four million dollars a year for publicity. The list is headed by John Wanamaker, with an estimated expenditure of $500,000 a year. Seven of the great railroad systems of the country spent last year $1,265,000 to advertise their lines, the New York Central being well in the lead with an appropriation of nearly $350,000. And still there are those who don't believe advertising pays.

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HARDWARE FACTS AND FICTION NOT GENERALLY KNOWN

(Specially Contributed)

SIXTH ARTICLE.

ALL ABOUT CUTLERY.

The use of knives dates from the earliest times and begins with primeval man who rubbed flint flakes until a sharp edge was obtained, thus forming a knife. So right through the ages of man's existence upon this earth—many thousands of years in point of time—a steady development in the manufacture of knives has been going on. History quotes many instances of the progress made, and also of the different forms and uses of knives.

In early records knives and swords are intermixed, pointing to the offensive and defensive purposes for which knives were made, and how sharp-edged weapons were required from the neolithic age onwards. Indeed, the term "cutlery" applies to edge knives or various forms and shapes used concurrently for warlike and peaceful uses. It may be taken that "cutlery," in its various forms of transition, is a word denoting knives, scissors, razors and any other sharp-edged cutting instruments. The process of evolution from the flint and stone celts to knives of iron and steel including in development bronze knives and copper swords, and incidentally bronze reaping hooks and other articles of husbandry, has been steadily going on until the present time.

In the Naples Museum there are many bronze hooks and knives from Pompeii. Lancets and shears, too, of bronze and iron, are preserved among Roman remains, thus bringing the manufacture of cutlery down to historic times. The Anglo-Saxons had knives somewhat resembling razors and forks also—although not used for feeding purposes.

Homer says the knives carried at the girdle in his day were of triangular form. Many of the knives found in British barrows had long narrow blades, others again being broad and of dagger form. Both Normans and Anglo-Saxons carried about with them a met-soex or eating knife. King Athelstan left his knife on the altar of Beverley Minster as a pledge for his redemption of a vow of benefaction. Up to the end of the fifteenth century knives do not appear to have been used much at table, but as everyone carried a knife at his girdle possibly it served to cut meat with in common with many other uses. Meat knives of Queen Elizabeth's day had handles of white bone with jewels set in them, thus being antitypes of the bone handle tabled cutlery of later days.

Spring shears of Roman form were the only kinds of cutlery known with springs up to Norman times. Of course, spring pocket knives are a comparatively modern invention, but previous to their introduction "jack" knives, which shut into a groove or handle without any spring or lock, were made. The manufacture of metallic knives in England was doubtless at first isolated, and confined to the village smiths who were, possibly, cleverer than some of their neighbors. As time went on "cutlers" as makers of cutting weapons and tools were called, banded together in larger centers for mutual protection, and later were granted special charters in the manner customary in those days when Guilds of traders were no sinecures, and when power to deal with commercial matters was needed; the law courts of the period not being competent to understand trade disputes.

The Arms of the cutlers of London were granted by Thomas Holme Clarencieux, Knight of Arms, in the sixteenth year of the reign of King Edward IV., and later they were granted a crest which consists of an elephant bearing a castle.

Knives were made in England for many centuries, but for the most part they were coarse, rough and crude. As time went on British cutlers advanced in the knowledge of their craft, and by the time James I. sat upon the throne it was generally acknowledged that the finest and best knives in the world were made in London. It is said that Richard Matthew, whose workshop was at Fleet Bridge, was the first Englishman who attained any great skill in making fine knives.

During the reign of Elizabeth he obtained a prohibition against all strangers from bringing any knives into England from beyond the seas (at that time the great place for making cutlery was Flanders). The same Richard Matthew also obtained a patent from Queen Elizabeth for making knives and daggers with a new kind of handle, but complaints were lodged against him by other cutlers in the city of London, it being urged that the prices charged were prejudicial to Her Majesty's subjects. In the London Hall of Cutlers' Company there is an ancient picture of a cutler named Crawthorne, who gave certain charitable bequests to the Cutlers of London in trust. The London Company of Cutlers were divided into three sections, namely, those who were smiths and forged blades, who were known as Bladers; the men who made hafts for the bladers, who were known as Hattmakers, and lastly the Sheath-makers, who made the sheaths for knives, swords and daggers. In the reign of Henry VI. these three companies were incorporated in the one fraternity, under the name of the Cutlers' Company.

SHEFFIELD CUTLERY.

Sheffield has long been associated with the manufacture of cutlery, and in 1565 it is recorded that a Court of the Rolls of the Manor of Sheffield a jury of cutlers was impanneled "to assign marks to the different manufacturers, whereby their respective knives could be identified." In 1624 the Sheffield cutlers who had been protected hitherto by the Lords of Hallamshire received an Act of Incorporation "for the good order and government of the makers of knives, sickles, shears, scissors and other cutlery ware." In 1638 a Hall was built in which they could transact business, and the "Feast" still given annually by the Master Cutler on his official appointment, was inaugurated. The trade marks granted mostly belonged to one of three classes. One or more letters, as IXL, (2) single words as names of persons or places, such as Carver, China, etc., (3) designs as, a dagger, a cross or an anchor. An interesting history of these symbols was printed by Gates & Martin in 1785.

The commencement of the manufacture of knives with springs in Sheffield is attributed to the 17th century, but, as a matter of fact, very few knives with spring blades were manufactured before the close of the 18th century. One of the earliest references to Sheffield cutlery occurs in Chaucer, in which it is said, "A Scheffeld thwitel bare he in his hose."

KNIVES AS DINNER APPOINTMENTS.

The introduction of knives as table appointments is of comparatively late date. Doctor Johnson asserts that knives as table appointments were not introduced in Scotland before the Revolution. Before that period every man had a knive of his own as a companion to his dirk or dagger. The men cut the meat in small portions for the women, who put them into their mouths with their fingers; the use of forks at table was then considered a superfluous luxury, and in Scotland was forbidden to the Covenanters by the decrees of their church. Princes and nobles carried knives at all times, substituting in later days swords. Spencer in his Fairie Queene uses the word 'knife' for a sword, "and after all his war to rest his wearie knife." Shakespeare, in the old quarto of 1597, makes Juliet wear a knife at the friar's cell. In the South Kensington Museum the dagger mark is to be seen on six of a set of fourteen knives, which have handles of ivory carved with portrait figures, representing English sovereigns, all of which, with the exception of Edward V., are represented with jewelled crowns. Nine of these figures are shown with swords, four of them holding a sceptre in the right hand. On thirteen of the knives there is another stamped mark which may be described as a diamond joined at one point to a trident, the knives are of English make and bear date 1607.

Although the manufacture of knives had been carried on for some time previously, it was not until 1820, when the first Lord Wharncliffe introduced his famous blade that spring pocket knives came into common use, and were carried regularly in the pocket. The Wharncliffe blade had a long term of popularity, and is still sold in considerable quantities in some localities.

Women seem to have been fond of wearing knives, and they appear frequently to have been given as presents, especially as wedding gifts. In the Shakespearian Museum at Stratford-on-Avon is preserved a case containing wedding knives as illustrative of the passage in Romeo and Juliet. The practice of wearing a chatelaine to a certain extent revived during recent years, afforded the housewife an opportunity of wearing a variety of useful articles at her girdle. Knives appear to have always been included in the group, although as time went on the size of knife was reduced, and its utility as a dagger of defence diminished. The knives worn at the present day are of diminutive character, and more ornamental than useful.

To return to the practical side of cutlery, as far as it relates to knives, it is surely unnecessary to remind Hardwaremen what kind of knives are sold at the present day, nor yet to relate the

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various types in common use. Table cutlery is made in every style, and with handles of various materials, and even different hues. Pocket knives have gone through many revolutions, and both large and small examples of cutlery have been produced. Knives with hundred of blades and curious fittings have been made up, showing to what perfection the cutler's art has reached.

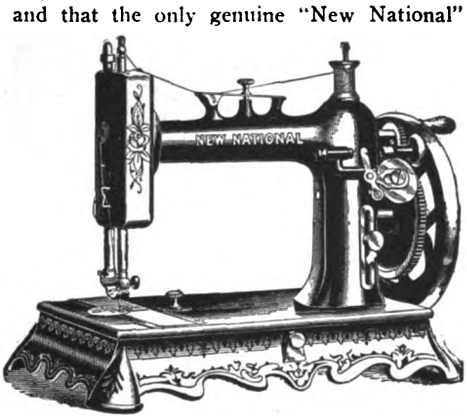
The manufacture of cutlery is no longer confined to Sheffield and London, and the exclusive production has long past from Great Britain. The great works at Solingen show how Germany has cultivated the industry, and Americans know that the fame of the cutler has crossed the Atlantic. The keen edge, beautiful finish, and fine workmanship of the knives made in modern days in the United States have created a demand for American cutlery all the world over, even in Great Britain.

THE MANUFACTURE OF KNIVES.

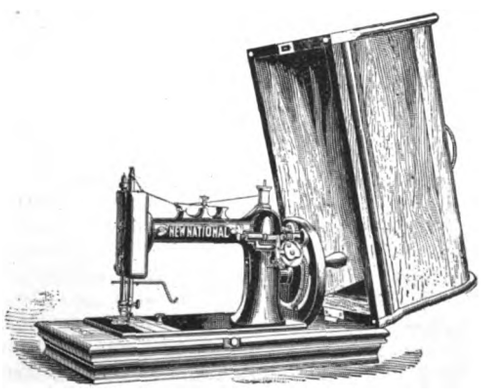
The process of manufacture of knives is roughly the same everywhere, although the readers of a Hardware paper should know the manner in which a knife is built up, there may be some who will be interested to read a short description of the interesting process. The metal from which knife blades are formed is made from Swedish ore, it contains little sulphur and no phosphorus. The strips of hard steel which are rolled into the right widths for the blade are passed to a forger, who reheats the metal, and by skilful hammering tapers it to the form of the cutting edge, and shapes the point of the blade. Again it is hammered, this time over a flat mould, a projecting rim being driven into the blade to make the groove for the finger to open and close the blade when fixed in the handle. The operator cuts the steel according to the required length and finally forms the thick end, which is afterwards drilled for the rivet which attaches it to the handle. A table knife is formed differently, the strip of steel is thinner, and after being hammered to a cutting edge a small piece of steel afterwards to form the shank is welded as well as the tang. These are the blades in the rough, forged with marvelous rapidity by experienced workmen, ready for passing on to the grinding department, the last process being that of sharpening and polishing before fixing in their handles. Such is the brief history of the knife, as we understand it at the present day. In various forms of evolution it has existed from the earliest times, and doubtless will continue as long as man has any use for a cutting blade.

HAND SEWING MACHINES.

We illustrate herewith two styles of the "New National" hand sewing machines, manufactured by the New Home Sewing Machine Company, of Orange, Mass. In a circular recently issued by this firm, it is stated that these hand machines are being imitated, and that the only genuine "New National" machines



bear this firm's well-known trade-mark on the bed plate. It is claimed for these machines that they are made out of the best



material obtainable by the most expert workmen, and that each "New National" will outwear several cheap machines. It would seem that the reputation of the New Home Company for honest goods and honest statements would substantiate the above statement. The machines use a self-setting needle which cannot be set wrong, and make the double thread back stitch, which is acknowledged to be the only stitch adapted to all kinds of work of the household. Each machine is furnished with a hemmer and feller, braider and quilter, extra throat plate, screw driver, gauge and screw, six bobbins, seven needles, oil can filled with oil, and a direction book; and with each machine goes the following warranty: "All the wearing parts are made of the best material and case hardened. If any part fails from imperfection within three years it will be replaced free of charge. This does not include needles, shuttles or bobbins." Export orders for "New National" and other machines made by this firm should be sent to their New York office, 28 Union Square.

THE NATIONAL CUTLERY CO.'S NEW CATALOGUE.

THE NATIONAL CUTLERY CO., Philadelphia, Pa., have recently distributed a very handsome 1904 catalogue. They state that in issuing this catalogue their aim is to bring before the buyers the great variety of Scissors, Shears and Snips manufactured by them, and to call attention to their superior quality. Their company, they state, is composed of thoroughly practical men who have spent nearly half a century studying and perfecting themselves in their various departments of the manufacture, as well as the marketing of the product. To insure perfect welding of Shears and Snipes, they use a process by which they weld without injury to either the cutting edge of the fine steel or the metal to which it is welded. They make but one grade of goods, and that, they claim, is the best. The National Cutlery Company will supply their customers, without charge, with any electrotypes used in the above-mentioned catalogue, to be used in advertising their goods.

AMERICAN SHEET & TIN PLATE CO.

In a circular recently issued, the American Sheet and Tin Plate Co., Pittsburgh, says:

"In addition to the Continuous Roofing which we are making from sheets 84 inches and 96 inches long we can now also furnish the American Old Style, U. S. Eagle N. M., Numethodd, M. F., and other brands of roofing tin in the shape of rolls 14, 20 and 28 inches wide, containing one or two squares, painted with best iron oxide and linseed oil paint on both sides, on one side, or unpainted, as may suit the convenience of customers. Sheets of 14x20, or 20x28, are seamed together by double lock seam, which gives strength and rigidity to the material, permits expansion and contraction, and the tight fold of which makes soldering unnecessary for most purposes. If demanded, however, the double locked cross seams will be soldered for an extra charge. Accurate workmanship is guaranteed in this material as in all other products which the American Sheet and Tin Plate Company puts on the market. Prime plates only are used in the production of our continuous roofing tin. We have been induced to make this new departure by requests from a number of house builders and tin, slate and shingle roofers, who, realizing that the very best roofing tin is none too good for valleys and gutters, were anxious to use the above-named brands, but had formerly not been able to get them in the continuous shape."

EARLY LAMPS.

Another milestone in the march of invention is found in the file of 1784 in the British Patent Office Library in the specification of Ami Argand, who appreciated the value of draught upon flame, and hit upon the idea of obtaining better illumination by controlling the draught. He increased the measure of light, "converting the smoke into flame by causing a current of air to pass through the flame." This was the first center-draught lamp. Argand also produced another artificial current of air on the outside of the flame by a glass chimney or other contrivance covering, surrounding, or enclosing the flame. In 1842 a patent was registered for holding three separate candles so near to each other that the flames united, and the devices to cause candles to remain vertical were numerous in the earlier days of last century. In the earliest known lamps pieces of resinous wood were put into a brazier and set on fire. Next came splinters of wood tied together so as to form a torch, the air reaching the interior of the flame by the passages left between the splinters. Skip a century or two, and we find the primitive candle, made by coating a piece of rush or pith with melted fat or wax. Then we come to the civilization of Rome and Pompeii, when liquid fat or oil was burned in a lamp. But the Roman lamp represents a higher stage in the development of illuminating devices than does the "Crusie" lamp of hammered iron common in these islands so late as the beginning of the nineteenth century, and not even yet, we believe, altogether obsolete in parts of Ireland and Spain.

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ON SALE AT ALL LEADING DEALERS
IN HIGH CLASS CUTLERY
OR

KAMPFE BROS.

8~12 Reade St. *New York City.*

SEND FOR CATALOGUE AND PRICE LIST.

A LITTLE PLOW HISTORY.

In 1823 an inventor in the city of Hartford, Conn., made pattern for and cast the first cast plow bottom ever made. Before that the best plows made were of wood with straight plate or strips of iron to protect parts most exposed. Eight years ago the wood plow bottom was the highest state of the art. Nearly all the plows of that day and before were simply crooked sticks, a natural crook picked up in the woods, with a little metal protection. The best harrow was a few iron spikes; the best hoes were nearly as poor. At that time and long before, and however afterwards there will be a plenty of kickers against our changes or improvements, so that when Joel Nourse took an ox team in 1825, and carted from Hartford to Worcester, 300 cast iron plow bottoms, it was nothing strange that the kickers said, "That will be the end of Joel Nourse," but later on he was the head and front of a large concern, making many millions of similar plows and shipping them to every quarter of the globe. In 1825, or about that time there were but two great leaders in the world in the construction of metal plows. Joel Nourse was one of them, born in Massachusetts; the other was Frost Horton, born in New York. These two men, after getting the start from the Hartford inventor, kept on changing the forms to improve these plow bottoms, making them turn stubble, fallow and sod land to suit the idea or whim of different sections or individual conditions also making them to turn the furrow wide or narrow, shallow or deep, turning that up edgewise or otherwise. Until they had perfected each, nearly five hundred different kinds and forms, sizes, etc., to suit the demand of consumers. So much for the Right & Left hand plow. In the near time came the Augustus Sanborn, who made the first and all the improvements in Reversible drag plows bottom up-to-date. While Nourse and Horton were the first, it was all due to the original inventor of Hartford, in 1823, who made the first metal plow, and Sanborn, the Reversible Creator.

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REVIEW OF THE MARKETS.

WIRE NAILS.—A good business is now being done, the stocks of Nails having run down and assortments broken up, ready to take advantage of lower prices. Prices are maintained firmly on the basis of $1.60 for car loads. The mills, however, refuse to make contracts longer than thirty days on prices now ruling. There is a disposition to do away with the differential between the jobbing and the retail trades as the quotation of $1.60 can be obtained by carload buyers of either class. The jobbers are meeting these prices, which leaves them little profit. Quotations are as follows, f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Carload lots $1.60
Less than carload lots 1.65

New York. A moderate amount of business is being done. The demand on account of labor troubles was exceedingly light. No change in quotations was caused, and they remain the same as previously quoted.

CUT NAILS.—At the meeting of the Cut Nail Association on September 8th, the official price on Cut Nails was made $1.60 for carload lots to jobbers, and $1.65 to retailers for Steel or Iron Nails.

New York. The local demand is a moderate one, and quotations remain as previously quoted:

Carload on dock $1.74
Less than carload on dock..... 1.80
Small lots from store..... 1.85

BARB WIRE.—Merchants are buying Barb Wire in a conservative manner, covering only their early wants. The mills, too, are refusing to enter orders at present prices for future delivery. There is a tendency to pay no regard to differential between the different classes of trade as formerly. The regular prices, however, are as follows, f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.75	$2.05
Retailers, carload lots	1.80	2.10
Retailers, less than carload lots	1.90	2.20

SMOOTH FENCE WIRE.—A larger business than previously had is reported from the mills, but the orders are not as freely sent, some of the larger ones being held awaiting lower prices from the contemplated changes. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads $1.45
Retailers, carloads 1.50

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized Wire takes the usual advances.

SCYTHES.—The manufacturers of Scythes are naming their prices for next season's business. The Scythe market is now under the control of a strong association, including, it is understood, all the leading manufacturers in the field. The result is a substantial increase in price.

CORDAGE.—The following prices represent the market:

	Cents per lb.
Pure Manila, 7-16-inch and larger	11½
⅜ inch	12
¼ inch and 5-16	12½
No. 2 Manila	10¼@10¼
Pure Sisal, 7-16-inch and larger	9
No. 2 Sisal, 7-16-inch and larger	7½
⅜ inch	8
¼ inch and 5-16-inch	8½
Lath, Yarn, Medium and Coarse	7½
Jute Rope, No. 1.....	6½
No. 2.....	6

LINSEED OIL.—Under date of September 7, the following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....46 cents per gallon.
In lots of 5 barrels or more.....45 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....65 cents per gallon.

THE PHILADELPHIA TRADE.

There is some complaint in regard to trade, but while business does not have the snap which it had this time last year there is still a large volume of goods moving, and as it is all a compulsory hand to mouth movement for actual wants it seems to show that the underlying conditions of the country are good. From all sides we hear that the farmers are having an unusually good year, as their products are bringing good prices while the crops are fair—in some instances large—and as the farmer still stands at the base of all prosperity we feel it is fortunate that the foundation stone of business is sound to-day. The reductions in the price of nails and wire and other goods have made trade apprehensive of prices, and while some lower figures have been announced on a few lines it is not at all surprising to receive in the same mail advances on other goods, showing that the situation to-day is mixed. Collections are not so good as we should like to see them. There is more or less complaint although with the good prospects of the South and the local farming conditions before mentioned we hope ere long to see an improvement in this respect also.

BIDDLE HARDWARE CO.

THE CINCINNATI TRADE.

Notwithstanding the drought and sultry weather in and around Cincinnati, our Hardware jobbers and retailers report a good month's trade in August, claiming that the long dry spell, while it has affected some lines, has not been discouraging generally. The jobbers all say that the Fall outlook is good, and the slump in iron and nails will do no material damage to prices of Hardware now ruling. The corn does not look as bad in this section as was expected, the cool nights and mornings having helped out the lack of rain. The Hudepohl Hardware Company, which recently bought out Christain Grueninger at 1018 Freeman Avenue, dropped one member of the original firm and, it is said, has made the company considerably stronger. The Tablet & Ticket Company, of Chicago, is showing a photo of a section of the shelving in the Orr & Lockett Hardware store in that city, lettered with white paper letters, to Hardware people in Cincinnati with a view of interesting them. The Stewart Electrical Company disposed of their entire plant at auction the first of the month, and as is usual in auction sales, prices obtained on some of the stuff were much in excess of the value. All factories and most of the business houses will be closed Monday, 5th inst., on account of Labor Day. The labor organizations, after the annual street parade, will have their outings at Chester Park, some one hundred organizations from Covington, Newport, and this city will participate in the elaborate entertainment to be provided. Christian Grueninger, former Hardware merchant at 1018 Freeman Avenue, died Saturday, September 3d, at his residence in Lockland, Ohio, aged 72 years.

THE PITTSBURGH TRADE.

Business is moving along in a fair volume for this time of year, but we look for a considerable improvement when the cool weather brings a demand for Fall goods. Merchants at present are disposed to be conservative in their purchases. Orders are for small quantities and buyers are apparently pursuing a hand to mouth policy until there is a more active trade in sight. The reduction in prices in the iron market should stimulate business. While it has not as yet brought about a very noticeable increase in the demand for wire and nails there is considerable inquiry for these lines and orders will doubtless be forthcoming shortly. The Pittsburg Exposition opens the first week of September and continues well through the month following. This is very popular in this section and results in bringing many of our out-of-town customers to the city. Special excursion rates are granted on all the railroads and the exposition itself in addition to the other points of interest of Pittsburg furnishes an attraction which is well worth visiting.

LOGAN-GREGG HARDWARE CO.

THE SAGINAW TRADE.

The Fall demand for business has improved somewhat, although the country merchants are buying from hand to mouth more than ever before. Collections are not as good as usual, as the farmers are busy gathering their crops, and consequently make the country merchants wait payment for the goods pur-

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chased from them. The hay and oat crops have been harvested, and both are fairly good. The corn crop is late, but if the cold weather holds off there will probably be a reasonable crop. The sugar beets are averaging a better percentage of sugar than last year, and will soon be harvested, and the sugar factories will be at work. As crops are liable to bring a fair price to the farmer, we look for a better business later in the Fall.

MORLEY BROTHERS.

THE ST. PAUL TRADE.

As the harvest advances, we continue to hear all kinds of reports in regard to results. There is no question but what there will be a great average loss in wheat, but this loss is over such a large territory, and the damage so uncertain, that we cannot make an estimate. Some fields are good, others very bad, even to a total loss, and all in the same neighborhood, that nothing but the threshing machine results can be trusted. During the week ending September 2d we have had the State Fair in St. Paul and have been called upon by many of our customers. The result is, our expression in this letter. Our Fair is, as usual, a grand success, the greatest in this United States, and conclusively shows that this Northwest has advanced very rapidly, and with the thousands of acres of cheap land still to be had, the future has a roseate view. The action of the American Steel & Wire Co in reducing the price of nails and wire has not resulted in an increased business in that line, but, we are glad to say, has not had the effect we feared, that the trade would think that everything was going down. They appreciate that the reduction is simply to hit the outside manufacturer and does not affect those making other lines.

HACKETT, WALTHER, GATES HARDWARE CO.

THE MINNEAPOLIS TRADE.

We have had rather bad weather for harvesting and consequently the question as to the amount of the crop and what condition it is in is so that even those that are in better position to judge than we do not agree. There is no question but that there has been a very heavy crop of flax, barley and potatoes. Wheat is badly spotted, crops on some farms in some sections being a failure either through too much water or rust, others in the same vicinity badly damaged by rust, which reduces the grade and so on to points where the yield is considerably better than usual. There is without any doubt a shortage of wheat and considerable damage in our opinion, and this seems to be shared in by a great many others that the writer has talked with. The increased price of wheat and the comparatively high prices of the other products together with the large yield will possibly bring in as much money as any crop we have ever had. The unfortunate part of the matter is that there are sections where people have got hurt on wheat, who depended upon wheat almost entirely, therefore business will be cut off to some considerable extent in those sections. On the other hand, the farmer as a whole is free from debt and has money in the bank, so there will be little or no real suffering on account of this. The season is late, but there is still some danger from frost and so much wet weather there is danger of potato rot. There is one trouble about the crops, there is no certainty about them until they are harvested and in the bin. Things are running along fairly smooth here, decline in price on nails, wire, etc., of course affected dealers who had stock on hand, but it is not so serious now as it would have been a few years ago, for we are getting a little larger margin of profit on those goods as a whole than we were. We think generally people are rather inclined to purchase moderately, with the expectation of any change that may take place, it would be in the way of a decline rather than an advance. As far as anything we can see there will probably be a good Fall trade locally with a small shrinkage in the country.

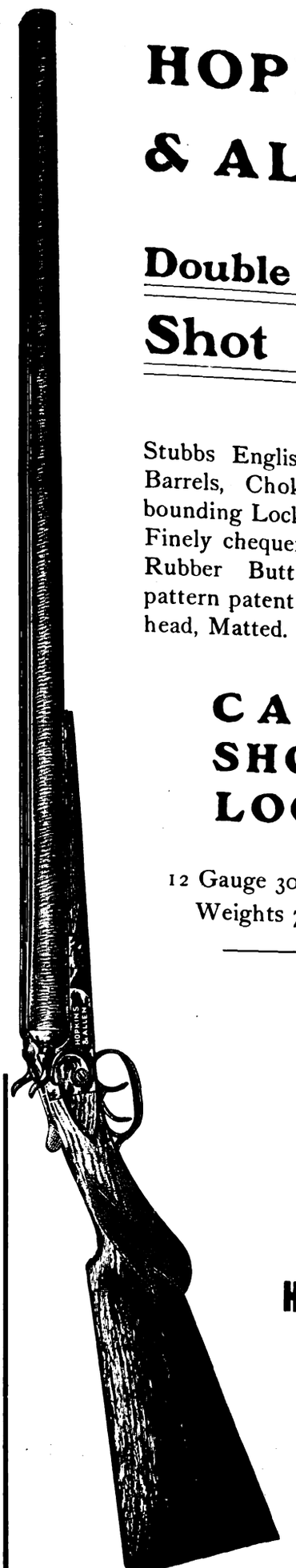
W. K. MORISON & Co.

THE SAN FRANCISCO TRADE.

On this beautiful summer-like iniation day of September there arrived in town many a carload of Eastern Sir Knights, who found the Hardware people well to the front with other tradesmen in decorating their storehouses with "Welcome" banners in honor of the national assembly of the twenty-ninth triennial conclave of Knights Templar, to be entertained by the city every day next week.

Local Hardware circles seem considerably interested in the prospect of Henry J. Morton, acting president of the Pacific Hardware and Steel Company, succeeding permanently to the presidency, vice A. L. Scott, who is now in his fourth month abroad for health and pleasure and who, it is said, is thinking of retirement from the presidency.

The Pacific Hardware and Steel Co., the amalgamation of the



HOPKINS & ALLEN

Double Barrel Shot Guns

Stubbs English Twist Steel Barrels, Choke Bored, Rebounding Locks, Pistol Grip. Finely chequered stock with Rubber Butt-plate. Purdy pattern patent fore-end, Dolls head, Matted.

CAN'T SHOOT LOOSE

12 Gauge 30-inch Barrels.
Weights 7¼ to 8 lbs.

PRICE
$16.50

BEST GUN VALUE

Hopkins & Allen Arms Co.
NORWICH, CONN.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

George W. Gibs Co. and Miller, Sloss & Scott, is contemplating an early removal from the southwest corner of Fremont and Mission streets to the southwest corner of Seventh and Townsend streets, distant six blocks south and seven blocks west. This will be the pioneer movement of a mercantile concern to that section, and may mean its complete transformation within a few years. At the prospective new Hardware corner the company is negotiating the purchase of eight fifty-vara lots, which it intends to improve and to which its purpose is to remove. The three main reasons which dictate this course are that more space will be obtained, there will be less outgo in the equivalent of rent, and proximity to the railway tracks of two, and possibly three, transcontinental lines, which will afford better facilities for conducting business. At the corner of the new site selected are four fifty-vara lots valued at $95,000, while adjoining on the inside are four more fifty-vara lots involved in the deal, valued at $75.000. On the front of this property the company will erect a three-story and basement brick building, to contain the store, offices, etc., while in the rear it will build a one-story warehouse of 160 feet in length. It is calculated that the structures can be finished so as to be occupied by the stock and personnel of the company, consisting of nearly 400 people, early in the new year. The present premises of the company are occupied under lease, which has seven years yet to run. This fact, however, will make no difference in the removal, as an amicable arrangement has been reached by the company with the owner of the land and the building. As Miller, Sloss & Scott were the pioneer business house at the lower end of Mission street, so its successor, the Pacific Hardware and Steel Co., will open the way to the new wholesale district in the vicinity of Seventh and Townsend streets.

The personnel of the prosperous and widely known San Francisco corporation whose trade name is Charles Brown & Son are now all at home. Not many weeks ago, when Max M. Brown, manager of the house, returned from his Honolulu vacation and was elected president of the San Francisco Retail Hardware Association, his brother of the corporation, Ben C. Brown, made a handsome selection by taking for his better half Miss Hattie Cahn, and then hurried away overland to write his name "and wife" in the register of the Inside Inn at the World's Fair city.

INDUSTRIAL PRESS ASSOCIATION.

ARE YOUR CLERKS THIS KIND?

"I was sitting in a fair-sized Hardware store the other day," said a traveling salesman for a Hardware jobbing house, "waiting for a chance at the proprietor, when I heard a woman endeavoring to make a purchase of a clerk. No, I don't mean that he was trying to make a sale to her. I stick to what I said. She evidently wanted to purchase a number of articles, and he seemed to be doing his best to prevent her.

"He was busy putting figures on a lot of tickets, and kept at it all the time she was talking to him. 'Do you keep those things for cleaning out sinks?' she asked. 'Do you mean a pot-scraper?' 'No, a thing to clean out sinks. One of my neighbors was telling me about them.' 'We may have them, but I have never seen any of them.' All the time he was at the tickets and never looked up at her.

"'Are those mouse-traps?' she went on, pointing to a shelf. 'Yes,' he said. 'How much are they?' He named a price, still busy with his pen.

"She walked over to a show-case and looked it over. Then she came back. 'Do you warrant your shears?' she asked. 'I was awfully sold on the last pair I got, but I didn't buy them here. Do you warrant yours?' 'Some of them we do, and some we don't.' He dipped his pen and began on a new lot. She stood still for a moment. Then she said, 'Is your silverware any less than it was before the holidays?' 'The boss was talking about marking some of it down, but I don't know whether he has or not.' Silence on both sides. Then he said, 'Do you want any of it?' 'Not unless it is a bargain.' Neither she nor I found out whether he had a bargain or not, for he never opened his head. She stood about in an uncertain manner, moved up towards the door, and in a little while gradually worked her way into the open air.

"Determined to find if he was actuated by any motive except bull-headed, jackassical stupidity, I said, 'Is her credit bad, or what's the matter with her?' 'Never saw her before in my life,' he responded, as he went on with his tickets.

"No wonder a lot of fellows who start out in business end up in the poor-house. I wish I had been the owner of that store for about an hour. That clerk would have hit the pavement hard when he landed."—*The Bookkeeper.*

✤

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THE LAST OF THE NAILS.

(*After The Last of the Barons*)

(Written for HARDWARE)

The enclosed sketch is based on the following news item, which might be well appended to the story:

The South Church, Salem, Mass., was destroyed by fire recently. Its beautiful spire, designed by Mackintire, was considered the most symmetrical in the country, and it was a favorite study of architects.

The church was built in 1805, and repaired in 1888. Parts of the building remained standing with remarkable tenacity, and, after the fire, the searchers found the hand-wrought Norwegian iron nails, which were driven into the steeple during the original construction, were almost as good as new, while the wire nails, used in 1888, were well nigh rusted away, or shrivelled in the fire.

Flames licked at the base of the tall church steeple, and the brothers, the Nails of Iron, looked calmly on. For 99 long years they had upheld the beautiful spire of the old South, in Salem town, but their strength was still great and their pride high, for their tower was a creation of Mackintire, the famous architect, and the most symmetrical in the country.

"See, the foe comes on hotly," said the elder brothers.

"Bah! yes, but we are Nails of Iron, and we'll stick to our post as long as there's a post left," returned the other.

"Shades of the Great William! See those cowards quail!"

"The varlets, yes. Those are the machine-made wire fellows who were sent here along in 1888 to reinforce us," returned the younger brother.

"Don't I remember well how spic and span and shiny they looked when they came here? They were as proud as new noblemen, and dared to hold their heads above us Nails of Iron. But in a few years their shine rusted away, and now the fire but hastens their finish. They were of mongrel breed."

"But we are Nails of Iron, who trace our pure lineage to Norway's hardy breats. We journeyed to this strange land in one of Skipper Derby's fleetest ships, and we were forged in Blubber Hollow by the might of the gallant men who fought with Washington. It's the stuff that's in us that makes us the brave and merry men of iron."

"That's just what the brave Col. Pickering used to say. I've heard him tell a story that well illustrates the point.

"One cold day, in 1775, 300 British marched to this town, shiny arms and brasses glistening in the sun, and scarlet coats like a crate of new boiled lobsters. Before their splendor one would expect the homespun colonials to flee, especially as the British wanted their weapons.

"The colonials did retreat, in masterly style, a bit. They just walked across old North bridge, hoisted the draw, and then sat astride it and thumbed their noses at the baffled 'lobster coats,' who found the river water too cold for a swim. So the British had to march again, and the stuff that was in the homespun colonals won."

"Yes, I knew Pickering in those days, and he was a brave and merry soul He fought with Washington and served in his cabinet before he built this church."

"Yes, and he and his mates well defended our rights, too. No syndicate ever got a corner on us."

"Nor did any grafter fatten their purses on us."

"And no walking delegate decreed that only one of us an hour might be driven home."

"Nor did any labor boss declare whether we should be hit with a tack hammer or a sledge."

"Oh! They were merry men who built this spire," went on the elder brother. "From sun rise to sun set, they toiled with a whistle and a song, each man was free and as independent as the air about us, and they were proud of their work. They had whipped the English lion, and the Declaration of Independence was life itself to them."

"But I heard a fellow," said the younger brother, "who was climbing over us getting measurements of this steeple the other day, say that the Declaration of Independence didn't amount to a continental in these days of trust kings and labor bosses, because it had no stock certificates nor union labels on it."

"Well, Pickering used to say that the Declaration of Independence didn't amount to anything more than as an essay on political government when Jefferson wrote it. But after Washington and others stood up and fought for it, it became the greatest document of the world."

"Oh, I know well that a single man who stands for his rights can make a hundred cowards and bluffers run. But it takes us men of iron to stand for our rights, and there's not many of us left."

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"But, look, brother, we must make the fight of our lives now. See how the timbers around us are shaking."

"Yes, and we'll show the cowards how men of iron live and die. Why, brother, let's laugh. We've had many a strike here."

"Yes, the old clock in the steeple has struck every hour of the twenty-four for the last 99 years."

"And the statisicians and grafters in the public service can get a life job figuring how many times it has struck."

"Hark, there goes its last peal. It has crashed through the timber and fallen to the basement below."

"But we'll stand, brother, as long as there is an inch of board beneath us."

"Yes, like Nails of Iron, the last of our race. Against the storm and tempest, rain, hail, sleet and snow, and sunshine, and the ravages of time we've upheld this beautiful spire for years ninety and nine, and, please God, we'll stand so long again."

"But we face a new foe, brother. Look how the fire leaps upon us, tearing away our protecting timbers."

"Ah, but it will make us a beautiful funeral pyre."

"Hark! The charred timbers crack—and tumble—Farewell," and down into the ruins tumbled the Nails of Iron, the last of their mighty race, who upheld the beautiful spire of the old South after all had fled.

The next day, curio seekers in the ruins found the Nails of Iron as firm and as solid as when they were forged on the blacksmith anvil a year less than a century ago, but the new wire nails of 1888 were twisted and shrunken. And the curio seekers preserved the Nails of Iron forged on the blacksmith anvil ninety and nine years ago to show how well and strongly the forefathers builded F. A. G.

CUTLERY WORKS AT SOLINGEN.

An English correspondent in a descriptive letter about Solingen, Germany, says: It is delightfully old-fashioned and remote, a maze of little crooked hilly streets, queer turns and corners; full of houses, small and low—really cottages—green-shuttered, laced with timber beams or faced with slates. It has a population of 46 000 or so, and is the center of a popular district; so we must call it a town, a busy, brisk, and cheerful country town, though it has rather the characteristics of a large village. Sheffield must have been like this once long ago. The people are all engaged in the cutlery trade or minister to it; about 29,000 are employed in and about Solingen. They make knives and forks, scissors and swords. The art is believed to have been brought from Damascus by Graf von Berg on his return from the Crusades; but an alternative theory traces it to importation from Styria. However this may be, Solingen workmen early acquired a wide reputation and some times took their skill far afield. One of the names found on old Toledo blades is German and is still borne by cutler families in the place. The art was jealously guarded by the old guilds —the smiths, tempeiers, grinders and finishers—who strictly limited the apprentices and the output. Every master had to have a trade-mark, which was registered by the local authority, nailed up on the church door, and had a legal validity. The famous sign of the Twins dates from 1731, when it was registered by Peter Henckels; it has been borne by the same firm ever since. Their factory is the largest in the place; but out of 2,000 workmen only 800 are employed in the works, the remaining 1,200 work at home. This is the rule; the great bulk of the industry is carried on at home, as in old times, on the "chamber" system. It is encouraged by the local authority, which provides the men with gas and electric power, in lieu of the old water wheels. It has thus been preserved and developed alongside of the factories, which first came in during the last century and helped to revive the trade which had come to grief during the French occupation.

Cheap and inferior cutlery is turned out at Solingen, and not infrequently with the name Sheffield stamped on it; but they also produce goods of first-rate quality, and are able to compete with Sheffield on their merits. I should not venture to say so on my own judgment, but my authority for the statement is the highest. That they turn out very beautiful things can not be denied; I have seen exquisite specimens of damascened, inlaid, and other fancy work. The superior Solingen cutlery is not cheap; the material is the best Swedish steel, the same that Sheffield uses. An extraordinary thing about the cutlery trade is the almost incredible variety of knives made. At the Suffolk works in Sheffield, for instance, they have 10,000 different patterns on the books, and will be actually making 3,000 to order at the same time. I found just the same thing at Solingen; Henckels have 9,000 patterns for Germany alone. Every trade, every country, and even every district has its own knives; the Somerset plowboy wants a different knife from the Yorkshire plowboy, and new patterns are constantly coming out; the Suffolk works have averaged ten new patterns a week for two years.

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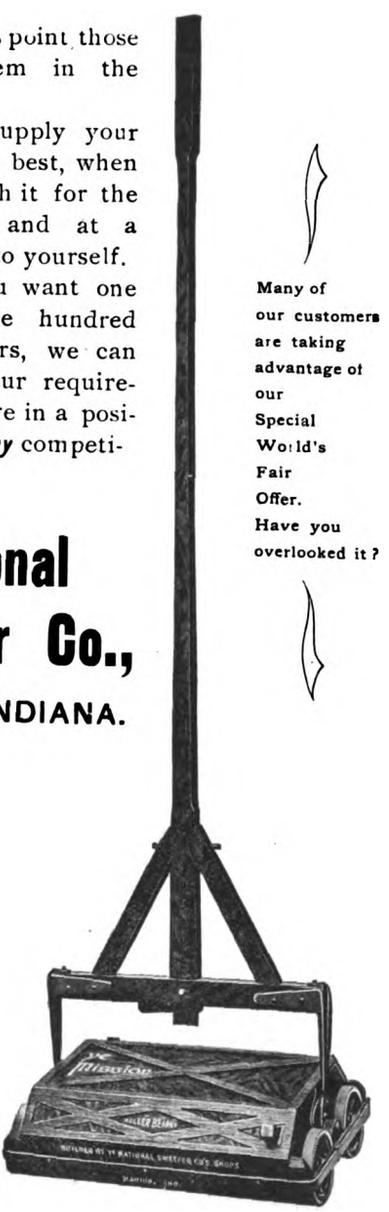
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PEWTER.

Much of the tin produced in England was absorbed in early times between the Pewterers' Company of London and members of the same craft throughout the country. King John, says the *Ironmonger*, gave the Earldom of Cornwall with its privileges to his second son Richard, who derived from the stannaries or tin mines in royalty and fines an annual income of 200 marks, equal to about 20,000*l.* of our money. All tin had to be brought to certain specified towns to pass the Stannary Courts, and was there stamped with the mark of the Duchy. After certain dues had been paid the Guilds of the Mines could sell to whom they pleased, except that the King or the Duke had the right of pre-emption at the market price. Later, the Peweterers' Company of London obtained the right to purchase one-fourth of all the tin brought to London for sale. In common with all the other crafts carried on in the towns, that of the pewterer was doubtless bound by some sort of fraternity or association in the early Middle Ages, but the first formal institution of a Guild was in the reign of Edward III., A.D. 1348. The earliest rules for controlling the craft provide for the assay of all wares and for experts superintending the same. Anyone selling pewter before it passed the proper test was condemned to forfeit the goods. An incidental commentary on the primitive lighting arrangements of the time was contained in the rule that no work was to be done at night, as work produced under the flare of a rough torch, or, on the other hand, by the meagre light of a tallow candle, was not likely to enhance the reputation of the craft. The penalties for bad workmanship or for inferior quality of metal was forfeiture of the articles and fines; suspension from membership was also inflicted in some cases, and for very bad or often-repeated offences, expulsion. This last amounted almost to outlawry, for unless the offending member was readmitted it deprived him of his livelihood; since, if not a member, he could neither buy nor sell, nor be employed. A charter was granted by King Edward IV. in 1473 creating the existing Pewterers' Company. This charter is still preserved in the archives of the Guild. The powers already *de facto* possessed by the craft were by this instrument confirmed and extended, one of the most valuable new concessions being that of the right of search for inferior goods and metal below the proper standard of purity. In 1533 an Act was passed totally prohibiting the importation of foreign pewter, any so smuggled to be forfeited, together with a fine to the amount of the value. A high standard of commercial morality was enforced; for instance, no pewterer was allowed under a penalty of a fine of 20*s.* (probably equal to 10*l.* of our money) to say to a prospective customer that his goods were superior in quality to those of others.

No member was allowed to sell old pewter bought second-hand, and no pewterer was to act as scullion even for the Lord Mayor himself, nor to repair or clean pewter except at his own workshop. In the last year of Elizabeth's reign, it was forbidden to allow country pewterers and others to enter shops where London men were at work. "Whereby they come to great light of further knowledge." In other words, they were finding out trade secrets. The monopolies granted by James I. to the farmers of tin had a very prejudicial effect on the industry, and the company accordingly petitioned several times against the practice, which, after a time, was modified by the King. The sixteenth and early part of the seventeenth century must have been the palmy days of the pewter trade. The prosperity of the middle class brought substantial comfort into the homes of the artisan and the laborer, and every fairly well-to-do citizen, among other belongings, seems to have made a point of possessing his "garnish" of pewter. A "garnish" consisted of twelve plates, twelve smaller platters, and twelve dishes.

The causes of the decline of the pewter manufacture in England as on the Continent were mainly the competition of cheap earthenware for table and other domestic use, followed by deterioration of quality and design, and consequent loss of influence on the part of the English Pewterers' Company. Efforts, however, were made from time to time to revive the declining industry, but slowly and surely the products of the potteries ousted the plates, dishes, and vessels of pewter, whilst the art of plating inferior metals with silver displaced the old pewter dish-covers, cruets, salt-cellars, drinking-cups and the like.

Pewter work was either cast, spun, or hammered, and the methods of manufacture differ in no essential in the present day from those of the olden times. Most of the old pewter was cast in moulds of brass, which were highly finished inside and fitted with great nicety. But specially prepared iron was preferred nowadays. Pewter could be cast of any degree of thinness, and was turned out of the mould in a state requiring a minimum of work in the finishing process—apart from the inevitable polishing and soldering. In the active days of the Pewterers' Company the Guild was accustomed to purchase, and to have made to order, a large number of moulds, which were let out on hire to its members. The latter, of course, also possessed stocks of moulds of their own, often held in shares by different tradesmen. The elaborate pieces produced on the Continent during the Renaissance, especially in the sixteenth century, were cast in a different way—*i.e.*, in sand, and in sections afterwards soldered together. Even plain work, if limited in quantity, was often cast in sand, which, however, left a finely granulated surface, requiring a considerable amount of extra labor to finish them.

The solder used was and is still the hard solder of the Middle Ages, made of tin and lead, sometimes with a small proportion of bismuth, and when skilfully done the process ensured not only mechanical adhesion, but an alloy between the solder and the metals joined. The old pewterers strictly forbade the use of soft-solder—*i.e.*, solder with too much lead. Modern hollow-ware was often "spun" in much the same way as clay on a potter's wheel. The metal is forced into the shape required by a blunt steel tool on to a wooden "chuck," or block, of the shape of the vessel to be made, and the ornament worked by hand with the hammer and chaser. Some pieces were entirely hammered up from the sheets of pewter, and therefore bore the impress of individuality to a more marked degree.

THE BIG STORES.

A contributor to *The Star of Hope* gives the following interesting review of the growth of the world's leading mercantile establishments:

"The department store is scarcely a generation old. The first one I remember is Macy's, which began to develop about 1870 from a single shop on the Sixth avenue front where a small line of dry goods was kept, until it overran nearly the whole block and its floor space was reckoned by acres. Almost contemporaneously a dozen or more department stores grew up, some of them surpassing it in size. The genesis of nearly every one will be found in a little shop of two counters with a bit of shelving behind them to hold dress goods and prints. Such was the origin of O'Neill's, of Altman's, Stern's, Ehrich's, Bloomingdale's and the rest. Lord & Taylor and Arnold, Constable & Co., were, however, the offspring of great jobbing houses who erected them for the purpose of moving their own trade. In the case of Lord & Taylor the retail house ate up its parent, the wholesale branch. The greatest store in the United States and probably in the world is Marshall Field's in Chicago. Its owner was formerly of the firm of Field, Leiter & Co., wholesale dry goods, who shared with H. B. Claflin & Co., of New York, and Jacob Riegel, of Philadelphia, the cream of America's wholesale dry goods trade. Potter Palmer, recently dead, was a member of the firm.

The wholesale house from which the Leiter & Palmer interest has been withdrawn continues in diminished importance, but the retail division has had Mr. Field's personal attention and it is now accepted as the model of all that a department store can become. He himself is easily the first merchant in the world and has only one, at most, two rivals—John Wanamaker, and W. H Whitely, of Westbourne Grove, London. I am unable to classify in this association the "Bon Marche" and Louvre in Paris. They are conducted by chartered companies, anyway. The two largest stores measured by acreage are in Philadelphia, Gimbel Brothers, which has twenty-eight acres of floor space, and John Wanamaker's Grand Depot, which has twenty-six acres. Wanamaker does not sell groceries. Gimbel sells everything. Their career is illustrative of the system. They are seven brothers, sons of a Jew shop-keeper in Milwaukee, who left them a modest dry goods store in a favorable location in that city. They increased business, and the Schlitz brewery people backed the young men until they reached the limits of their locality. They then cast about for a wider field and selected the Quaker City, still maintaining their Milwaukee business. Boston's great store is Jordan & Marsh's, in Washington street. Seigel Cooper Co. are the first-class firm of San Francisco. The department stores in London, apart from Whiteley's, are the co-operative stores, as the Army and Navy, and the Civil Service. They are not opened to the general public. The buyer is supposed to be a shareholder, but it is customary for the members to lend their tickets so that outsiders in large numbers are their patrons. The co-operative store has been tried in this country, but unsuccessfully. The late Kate Field attempted to establish one on a large scale in Twenty-third street, New York. She was frozen out in less than a year."

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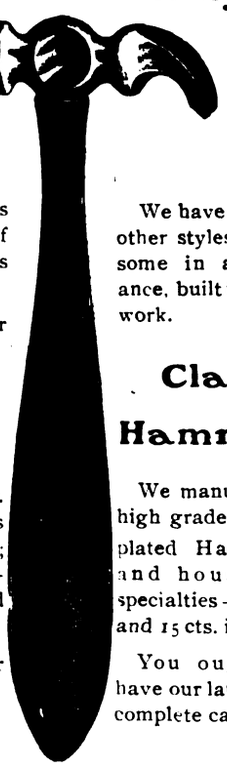
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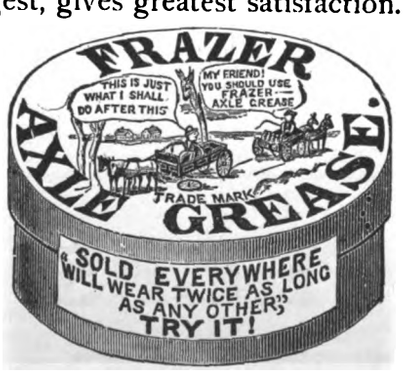
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FRENCH HARDWARE.

France to-day is far in advance of other nations in the decorative arts, and French Hardware, in the matter of design and finish, is finer than any product in any other country, remarks an architectural exchange. This statement does not in any sense discount the immense progress that has been made in American Hardware during the last twenty years or depreciate the high character of the product to-day. Indeed, if any man wants to realize how great the progress has been he has only to turn to the crude, inappropriate metal fittings that were the best at the disposal of an American citizen of taste anywhere in the "seventies." Prior to 1870 Hardware had about the same value artistically that a cast iron stove had, and in our costly houses of that time, hinges and door knobs and escutcheons were perforce usually perfectly plain. The Centennial exposition of 1876 forwarded the move towards artistic craftsmanship, and a few years later all the great Hardware concerns of the United States were working to bring their product into some conformity with the standards of taste and the standards of design that prevailed in the offices of the best architects.

It was quite natural, continues the writer, that at first the co-operation of the Hardware manufacturer with the architect should be on the most general lines only; that is, if the architectural profession was at any moment chiefly interested in the Gothic style, then the Hardware would conform to that style, or, at any rate, attempt to conform to it. This general co-operation once started extended through all the many experiments that our architects made with the Queen Anne style of architecture, the Romanesque style, Classic style, etc., and during the course of these experiments the co-operation became closer, until, finally, in recent years it ceased to move solely upon general lines, but extended to the point that the architect was offered something better than "stock patterns." "Style 684" in the catalogue of a Hardware house might indeed be an escutcheon or door knob or hinge design of good design, but so long as the catalogue was inevitably associated with standardized Hardware, clearly the artistic possibilities of the product were seriously limited. An improvement, no doubt, was made when the big Hardware manufacturers announced their willingness to undertake the special manufacture of articles to suit the particular requirements of architects, but the product, nevertheless, remained the product of the factory, and was vitiated by the principles and methods of the shop. Standardization with its catalogue, its order numbers, its subordination to the scheme of multiplication, has, of course, its advantages, but these advantages are not and cannot be those that are most sought for and desired by the artistic spirit. It is not under the domination of these principles that the great French artists work—men (for instance like Charpentier) who do not regard it as beneath their dignity to turn from the manipulation of a great piece of decorative sculpture to a model of a door knob or to design with exquisite detail a hinge or an escutcheon. But then, work of this latter kind is not for the catalogue, and it is exactly work of this character, thoroughly artistic in spirit and purpose, that our American architects are now demanding in the case of Hardware for the finer buildings they are called upon to design. Factory Hardware, despite its undoubted excellencies, is out of place, especially in the great residences that are now being reared for our merchant princes. When the wood carving is all specially designed and specially worked by hand, when furniture, pianos, carpets, wall paper even and china are all made to conform to the general effect designed by the architect, it is something of a solecism to equip the doors and windows with factory-made Hardware, some of which possibly may be found in duplicate by the owner of the house himself in his neighbor's mansion. The work of the artist—not the mere technical designer—is a necessity. The pieces should be as unique as the frescoes on the walls. For work of this kind the greatest artists that can be employed are none too good craftsmen. Men of this artistic standing, capable of work of this character and willing to do it are not numerous in the United States. They are, indeed, at the present moment almost entirely lacking. We have no one to compare with the great French artists of the present day and moreover, even had we the artists, we lack the craftsmen to execute their designs, and even the skill to finish them to the degree of perfection that pertains in France.

♣

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Jaggsby—There you go again! I'd be willing to swear that I came home perfectly sober.

Mrs. Jaggsby—So you did; that's what surprised me.

♣

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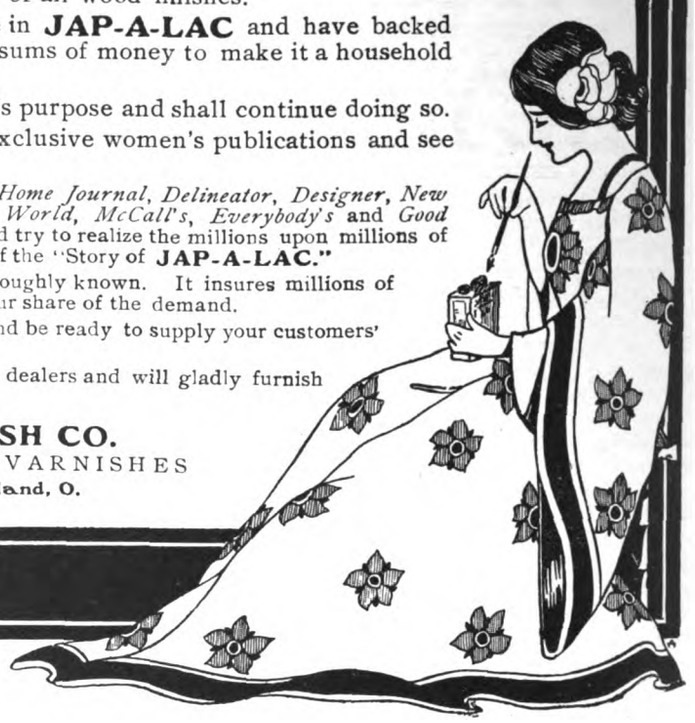
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MAKERS OF HIGH GRADE VARNISHES

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QUEER JAPANESE CUSTOMS.

The Japanese do many things contrary to European usage.

They talk backwards, the verb coming last, read backwards, and consequently write backwards. Their books begin where ours end, and the word finis is put where we have the title page. Foot-notes, as we call them, are printed at the top of the page, instead of the bottom. In newspapers a large full stop is placed at the beginning of every paragraph.

Men drink wine before dinner, not after. Sweets are also served at the beginning of a dinner. A Japanese mounts a horse on the right side, all parts of the harness are fastened on the right side, and the mane hangs on the left. When stabled a horse is put with his head at the door, where he is fed from a tub.

Japanese boatmen row standing up, and do not take their oars from the water. Boats are hauled up stern first.

On leaving an inn you fee not the waiter who has served you but the proprietor. Women carry babies not in their arms but on their backs.

The address is placed on a letter backwards, thus: "Japan, Tokio, Akasaka district, such-and-such a street, 19 number, Smith John, Mr.," thus putting the general first and the particular afterward, which is characteristically Oriental.

Japanese handle tools differently from other people. Carpenters saw and plane toward, and not away from themselves. Keys turn in instead of out.

The best rooms in a house are at the back; so are the gardens. In building his house the Japanese constructs the roof first, instead of the foundation. In making up accounts the figures are put down first and the items afterward. In sewing a Japanese woman does not thread her needle but needles her thread. The needle is not thrust through the cloth, but is held firmly and the cloth is drawn over it.

On entering your house the Japanese removes his shoes and not his hat. Men always precede women. After a bath the Japanese dries himself with a wet towel, and his bath, if taken to make him rugged, is hot instead of cold, like the Englishman's.

In business the Japanese merchant charges more for an article when ordered in quantity than when only one is ordered. He reasons that a man who wants a dozen things just alike must want them badly, and can afford to pay more than the man who wants only one.

Houses in Japanese streets are not numbered in order, but according to their age. Thus No. 5 may be alongside No. 4999. The jinrikisha men are walking directories, and remember the location of thousands of houses and the names of their owners apparently without difficulty.—*Chamberlain's "Things Japanese."*

DON'T MAKE THE SAME MISTAKE TWICE.

A mistake may be made the keystone of system—the foundation of success. The secret is simple: Don't make the same mistake twice. No difference what the mistake —whether it be the misspelling of a customer's name; an error in your bookkeeping method; an unfulfilled promise—it is a valuable asset in your business if you follow the rule: Don't make the same mistake twice.

Let your mistakes shape your system and your system will prevent further mistakes of the same kinds. When you discover a mistake, sit down then and there and arrange the system to prevent its repetition. You can't afford to make the same mistake twice.

Not only your own mistakes; system will prevent the mistakes of those over you and of those under you. That trebles the value of the mistake that helps to make the system better. But don't make the same mistake twice.

Paint it on your wall; emblazon it on your door; frame it over your desk; say it to your stenographer; think it to yourself; burn it in your brain; this one secret of system, this one essential to success. Don't make the same mistake twice.—*System.*

TRADE NOTES

Superior, Wis.—The Pease-Humphrey Hardware Company has been dissolved. J. G. Pease will remain in Superior and continue the business. He has opened up with a full line of Hardware and sporting goods and will keep the store in an up-to-date manner.

Van Buren, Ark.—T. W. Edmondson has retired from the Allen-Edmondson Hardware Company, and the business will be continued by R. P. Allen.

Waterbury, Conn.—W. V. Barber has purchased the plumbing and Hardware business of A. D. McCarty.

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FOUR OF THE MOST POPULAR RIFLES ON THE MARKET.

STANDARD OF THE WORLD. HIGHEST IN QUALITY, LOWEST IN PRICE.



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"STEVENS-MAYNARD, JR." RIFLE, No. 15

No. 15.—"Stevens-Maynard, Jr." 18-inch half-octagon barrel, walnut stock and forearm, blued steel frame and butt plate, lever acting. Measures 33 inches. Weight, 2¾ pounds. Chambered for .22 short rim fire cartridges. Plain open front and rear sights.....Price $3.00



STEVENS "CRACK SHOT RIFLE," No. 16

No. 16.—"Crack Shot." 20-inch round blued barrel, case hardened frame, oiled walnut stock and forearm, rubber butt plate. Chambered for .22 long-rifle R. F. and .32 short R. F. cartridges. Plain open front and rear sights. Has an automatic kicking ejector. Weight 4 pounds
Price,.....$4.00



STEVENS "FAVORITE" RIFLE, No. 17

The "Favorite" Rifle is a strong and thoroughly made arm, perfect in symmetry, safe and accurate. For this rifle the standard length of barrel is 22 inches; it is octagon to forward end of fore-end, and round the rest of its length. The stock is finely modeled and has a shot-gun butt. The weight of rifle complete is 4½ pounds. The action has a strong case-hardened frame and solid breech-block. The barrel can be easily cleaned from the breech without taking the rifle apart. The same care is taken in boring and rifling the barrels of the "Favorite" as of the high priced rifles. All models of the "Favorite" are made to "take down." The "Favorite" is made for the .22 long rifle, .25 Stevens and .32 long rim fire only. The short, long and conical can be used with good results in rifles chambered for the .22 long rifle cartridges. B. B. caps and short cartridges should never be used in .22 caliber rifled barrels.

No. 17.—Plain open front and rear sights. .22 caliber.....Price, $5.00

STEVENS "LITTLE KRAG" RIFLE, No. 65



OPEN FRONT SIGHT PEEP SIGHT

This rifle in action is similar to the celebrated "Krag" rifle, adopted by the United States government. We believe the popular features of this rifle will especially commend its use among boys. It is very simple in construction, containing only a few parts, and can be easily taken apart.

Has a round 20-inch barrel, blued steel frame, single trigger, oiled walnut stock and forearm, rubber butt plate. For .22 Long Rifle R. F. cartridges. Fitted with bead front and rear peep sights. Weight, 3¼ pounds.....Price, $5.00

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Buffalo, N. Y.—The Buffalo Plaster and Supply Company has been organized with a capital of $10,000 to deal in Hardware, plaster, bricks, mortar and building material. The principal office will be in Buffalo. The directors are: James E. Carroll, Richard D. Jones and William C. Carroll, all of this city.

Buffalo, N. Y.—The firm of Jacob G. Shantz & Son Company has been incorporated with a capital of $160,000. The firm will deal in Hardware. The directors are: Dilman B. Shantz, Charles F. Kilhoffer and Samuel F. Moran, all of this city.

Camden, Ala.—The Camden Hardware Company will open a Hardware and furniture business on September 15th. They will carry a full line of Hardware, furniture, stoves, ranges, buggies, wagons, saddlery, harness and in fact everything pertaining to a business of this nature.

Goldsboro, N. C.—The Sutton Hardware Company has been incorporated. Object, sale of Hardware and general merchandise, wholesale and retail. Capital stock, $25,000. Incorporators: Mrs. Henrietta Sutton, Mrs. Mamie E. Griffin, J. R. Griffin, Thos. I. Sutton.

Hartsville. S C.—The Hartsville Supply Co. has been incorporated (Hardware). The capital is $10,000 and the officers are: M. Bonoit, president, and A. W. Welling, secretary and treasurer.

Hope, Ark.—The Hope Hardware Company has been incorporated. It is proposed to do a general Hardware and furniture business. Capital stock, $50.000. The directors are: R. M. Briant, president; L. D. Reed, vice-president; Chas. Wingfield, secretary; R. M. LaGrove, A. L. Black, A. L. Betts, P. A. Thorp.

Kings Mountain, N. C.—The Kings Mountain Hardware Company has been incorporated with $10,000 capital. Incorporators are: C. S. Elam, J. P. Parker and R. F. Elam. The company is authorized to do a general mercantile business.

Los Angeles, Cal.—The McCormick-Irmand Company has been incorporated for $40.000. Directors are: D. Ormand. A. R. McCormick, J. W. Covert, E. L. Holt and J. L. Tummond. The company is formed to do a general Hardware and plumbing business and to develop water, mines, etc.

Marion, Ohio.—Harry A. Ammann has opened a new Hardware store in the newly completed Wiant-Thomas room on Center Street. The store itself is very modern in every respect. It is elegantly lighted and has a high ceiling covered with nicely embossed and decorated steel. The walls are covered with a deep red ingrain paper. The fixtures are all of hardwood and were made especially for Mr. Ammann. In all it is a representative store of Greater Marion. An entirely new stock of Hardware, paints, stoves and kitchen furnishings has been installed.

McPherson, Kan.—The Central Hardware Company has been incorporated; capital, $6,000.

Newport, N. J.—Roscoe Riley and John LaDow have engaged in the grocery and Hardware business.

New York, N. Y.—F. K. Roberts Company has been incorporated; (general Hardware); capital, $20,000. Directors: F. K. Roberts, Forest Hill, N. J., and F. C. Baker and F. B. Maerkle, Brooklyn.

New York, N. Y.—Henry Pearl & Sons Company has been incorporated: door Hardware; capital, $30,000. Directors: Henry Pearl, William Pearl and H. H. Pearl, New York city.

New York, N. Y.—Kurti-Right-Kooper has been incorporated to deal in Hardware; capital, $20,000. Incorporators and directors for the first year: John L. Adam, New Orleans; Russell L. Tarbox, Arthur S. Wily, New York.

Pekin, Ill.—Frank Brown will occupy the building formerly used as post office for a Hardware store when alterations are completed.

Portland, Ore.—The Medal Company has been incorporated by Max Lowenson, George Lowenson and N. L. Safer. Capital stock, $1,500; to deal in groceries, wholesale and retail Hardware, etc.

San Diego, Cal.—The Reed & Wyman Hardware Company has been incorporated. The company has succeeded the Mathies Hardware Company and the articles set forth that it proposes to furnish building materials and Hardware and to do a general jobbing, manufacturing and repairing business in sheet iron, tin, copper and zinc. The company is capitalized at $15,000. The directors and stockholders in the company are: E. Y. Wyman, M. L. Wyman, R. Hubbard, J. H. Reed and Frank P. Reed.

St. Paul, Minn.—Foreign articles of incorporation were filed by the Bennett-Darling Company, of Michigan. The firm sells agricultural implements. The capital stock is $20,000.

Tilden, Neb.—A new Hardware store was opened September 1 by John H. Thomas and Bert Snyder under the firm name of Thomas & Snyder.

Troy, Tenn.—The Troy Hardware and Specialty Company have effected permanent organization by electing Carroll P. Wilson president and treasurer, R. L. Rochelle first vice-president, J. Sam Jones second vice-president, James W. Pressly secretary, and Messrs. J. E. Hall, H. C. Davidson, Paul Ingram, J. Sam Jones, Carroll P. Wilson, R. L. Rochelle, James W. Pressly directors. This company is capitalized at $10,000 and controls the patents of several valuable Hardware specialties, as well as being chartered to conduct a general Hardware business.

Changes.

Bath, Pa.—Frank Messinger, of Nazareth, has bought the Hardware business of T. Moser's Son & Co. He will add stoves and tinware, and carry on the plumbing, heating and repairing business.

Chattanooga, Tenn.—The Hall-Melton Hardware Company has increased its capital stock from $20,000 to $50,000.

Corpus Christi, Texas.—F. P. and Lloyd Clarkson, of this city, have closed a deal for the purchase of the Bluntzer Hardware stock and will assume charge of the business at once.

Fremont, Ohio.—The interests of the Stieff-Billman Co., implement dealers, located on East State Street, was purchased by Messrs. Jas. Dunfee and Chas. Gabel.

Galesburg, Mich.—O. L. Evans has sold his interest in the Evans Hardware store to William A. Elsey. The transfer includes the absolute sale of the Hardware stock and a lease of the Evans building for a period of five years with the privilege of renewing the lease.

Grand Rapids, Mich.—Frank L. Bean, proprietor of the Hardware store at the corner of West Leonard and Scribner Streets, has closed a deal for the sale of his store to Fred Westmaas.

Henderson, Ky.—James B. Norment, who has been with the firm of Norris & Lockett Hardware Company for the past seven years, has recently secured an interest in the firm.

Ironton, Ohio.—The Hardware store of Snyder & Belcher has been sold to the Snyder Hardware Co., jobbers, at Louisa, Ky. They at first thought of continuing the business here but have now decided to close it out in all possible haste.

Marshalltown, Iowa.—A. D. Slocum, of Minburn, has purchased the entire stock of Hardware of S. M. Reiste and has taken possession.

McPherson, Kan.—Ray Dunett has sold his interest in the Hardware store and the new firm will be known as the French Pankratz Hardware Company. Mr. Dunett intends going to Great Bend.

Mt. Pleasant, Ia.—Carden Brothers, of Winfield, are invoicing their stock of implements preparatory to turning them over to Geo. Bloomer, who will conduct the whole line formerly owned by Carden Bros. Mr. Bloomer came to Winfield last spring and purchased the Hardware portion of Carden Brothers' business, which he has conducted since that time. Now he purchases the remaining portion of the business.

Naples, N. Y.—George Bolles has purchased the interest of his brother, J. C. Bolles, in the Hardware store known as John Bolles & Son. J. C. Bolles will be in the employ of the Standard Oil Company.

Nevada, Ia.—Mr. Cade has sold his interest in the Hardware store to E. Horton, who comes from Anamosa, and the business will be continued at the old stand.

Norwark, Ohio.—Ed. M. Blatz, of Sandusky, formerly of this city, and W. J. Beutel, of Cleveland, have purchased the Hardware store of Jacob Arends' Sons, at Sandusky.

Onawa, Ia.—C. A. Thurston, Hardware dealer, has bought the business in the same line owned by Howard Ross. By this purchase both stocks of goods will be consolidated in C. A. Thurston's establishment.

Paducah, Ky.—The Scott Hardware Company, which suffered a total loss by fire, has in its new goods and has gotten all straightened up. Their traveling men are out and orders are coming in rapidly.

Peoria, Ill.—Charles Johnson Hardware Company has increased its capital stock from $20,000 to $30,000.

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THE HAMMOND TYPEWRITER





Talking points sell goods, but if you depend entirely on the power of words to sell doorhangers the chances of sale are much less in your favor than if you had before you a full size display model Bischoff Doorhanger. Then you can indicate its ease of attachment, no cutting of door necessary, its great strength, supporting a weight of 2,200 pounds, and the angle shaped track which prevents clogging from dirt, snow or ice. Your customer sees with his eyes not his ears. It's the practical demonstration of these special features that sells Bischoff Doorhangers.

This piano finished display model doorhanger sent free with one dozen prs. of Bischoff Doorhangers, sent f. o. b. your city for $8.75 per dozen. Track 6½c. per foot.

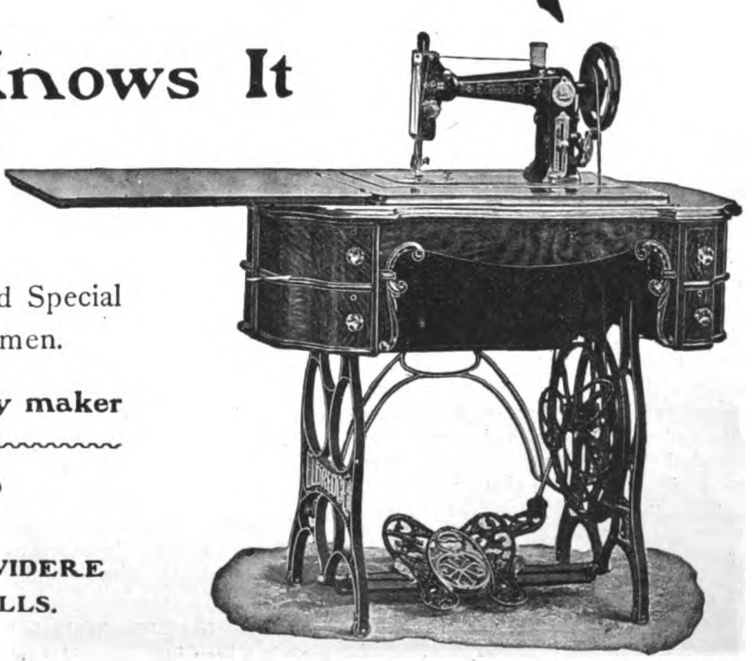
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Grand Ave. and Robey St., Chicago, Ill.

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"The Eldredge"

Everybody Knows It

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We have an entirely New and Special proposition for Hardwaremen.

Write for it **It's a money maker**

SEND FOR QUOTATIONS TO

"The Eldredge" **BELVIDERE ILLS.**

NATIONAL SEWING MACHINE COMPANY

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Alton, Mo.—Charles Beall is erecting a new shovel factory at East Alton.

Atlantic City, N. J.—Myers Manufacturing Company has been incorporated by Clarence A. Myers, Matilda E. Myers, Joseph Nkwotz and John C. Reed. The company is to manufacture and deal in tinware and notions.

Buffalo, N. Y.—The Jacob Y. Shantz & Son Company has been incorporated. Capital stock $160,000, to deal in tailors Hardware. Directors are: Dilman B. Shantz, Charles F. Killhoffer and Samuel F. Moran, of Buffalo.

Chicago, Ill.—John T. Kenter Axle Company, Chicago; capital, $25.000; manufacturing machinery and supplies; John T. Kenter, P. H. Early, H. Doherty.

Coal City, Ill.—B. C. Small Manufacturing Company has been incorporated; capital, $25,000; manufacture farm machinery; incorporators: Byron C. Small, A. W. Tylom and Josiah Rogers.

Columbus, Ohio.—The citizens of Columbus are delighted over the fact that they are going to have a plow factory in their town within the next few weeks. The new firm is the Dodson Plow Company, of Tennessee, which are making preparations to remove their plant and reorganize with a capital stock of $25,000. The factory will also turn out cotton seed planters.

Coshocton, Ohio.—The Coshocton Sign and Novelty Company has been incorporated; $25,000 capital; by J. M. Smith, D. A. Betts, M. W. McNaughton, C. O. Wickens, Frank Brightman and E. M. Brennan.

Danville, Ill.—A company has been incorporated here for the manufacture of refrigerators after a patent secured by Barton Parrish, formerly of this place. The corporation will be known as the Barton Refrigerator Co. It is capitalized at $10,000.

Detroit, Mich.—Edward H. Sutton, Frederick S. Stoepel and Frank E. Robson have organized the National Cutlery Co., which has been incorporated. The capital stock is $15,000.

Dover, Del.—The Chicago Graphite Manufacturing Co. has been incorporated in Illinois. Capital stock $250,000.

Dover, Del.—The Lehigh Valley Spring Company has been incorporated to manufacture and deal in steel and iron springs. The capital stock is $100,000 and the incorporators are Wilmington charter agents.

Indianapolis, Ind.—The Silver Leaf Stove Polish Company has been incorporated with a capital of $5,000. The directors are: Elmir B. Cottingham, John R. Ferguson and Robert Hawkins.

Jacksonville, Ill.—The Economical Stove Co. is a new Jacksonville enterprise, created for the manufacture of an improved stove that has been invented by a Jacksonvillain.

Kansas City, Mo.—Western Wheelbarrow Manufacturing Company has been incorporated; capital stock, $10,000, all paid. Incorporators: James D. Clark, Louisville, Ky.; Thomas G. Dade, A. B. Dade and John Kachmeister.

Marion, Ohio.—The Sutton Broom Corn Harvester Company, with $50,000 capital stock, has been incorporated by Frank Sutton, P. H. Neidig, Thomas P. Watkins, J. F. Lust, C. F. Layman, George L. Malone, U. K. Guthery and T. D. Wogan. The company expects to begin the manufacture of the harvester within a few weeks in the old Huber shops on North State Street. John Titus, an expert machinist, will have full charge of the construction of the machines. Mr. Titus constructed the harvester after the ideas of Mr. Sutton, and when tested it proved satisfactory in every way.

Minneapolis, Minn.—Pond Manufacturing Company has been incorporated; manufacturers of matchholders; capital, $5 000; incorporators: M. E. Hartman, St. Paul; A. Patterson and Merritt G. Pond, Minneapolis.

New York, N. Y.—National Adjustable Bracket Co. has been incorporated. Capital, $150 000, and directors: Gustav Kalm, D. Curtis Harrower and J. J. Kramer, of New York city.

Paducah, Ky.—The tool handle factory of Brake, Givens & Co. has been incorporated. They are located at Sixth and Trimble Streets and will put out 5,000 handles a day. Capital stock, $10.000.

Peoria, Ill.—East Peoria, a suburb of Peoria, has been decided upon as a location for the Peoria Steel and Tool Company plant, which will include the Automatic Vice and Tool Company, of Akron, O., the Farnham Cutlery Company, of Fremont, O., and Bridgeport, Conn., and the Bergram Tool Steel Company, of Pittsburg. Mr Bergram being formerly with Brown Bros. The plant will be in operation in three months. Cutlery, vices, car springs, etc., will be made. Frank E. Farnham, president of the company, is from Chicago. The Peoria Steel and Tool Company has been incorporated with a capital stock of $250,000. Incorporators are: Frank H. Farnham, Ralph N. Bailey and George T. Page.

Reading, Pa.—"The Globe Lawn Mower and Manufacturing Company" is the name of a new concern recently organized. The directors are: A. Lincoln Frame, D. Elmer Dampman, Peter B. Weidner, Harry F. Schroeder and Daniel Madlem, of Reading. The product will be lawn mowers with the patented improved adjustment under U. S. Letters Patent issued to Harry F. Schroeder, in May, 1903.

St. Louis, Mo.—George W. Peter Implement Company has been incorporated; capital stock, $100.000. Incorporators: George W. Peter, J. D. Rippey and Rodney R. Peter.

Wabash, Ind.—The Wabash Stove Company has been incorporated, capital, $10 000 to manufacture a gas stove patented by James Allingham, of Chicago.

Waynesboro, Pa.—Dr. J. H. Koons will build a factory for the manufacture of fly screens, lifting jacks and other novelties.

Wilmington, Del.—The Scranton, Penn., Wrench Manufacturing Company has been incorporated to manufacture tools and machinery of all kinds; capital, $100,000.

Changes.

Cincinnati, Ohio.—The Wais King Tool Company, of Cincinnati, has changed its name to the King Machine Tool Company.

Danville, Ill.—The building in the rear of the Leonard-Short flats on West North Street, until recently occupied by the handle factory, has been sold by the owners, C. T. Yeomans and W. E. Shedd, to W. U. Coons, the manufacturer of furnaces. Mr. Coons will move his establishment from South Vermilion Street into the factory building and will engage in the manufacture of furnaces on an enlarged scale.

Fultonville, N. Y.—Two members of the White Mop Wringer Company, of Jamaica Vt., were in Fultonville this week negotiating for the purchase of the knitting mill. Should they succeed in purchasing the building and engine, the only part which they desire, they will move the business there. The object in making the change is that they would be nearer the base of supply of the raw material which they use in the manufacture of their goods and a better and more convenient point for supplying their trade with the manufactured article. The business employs twenty to twenty-five hands and would be a desirable one to obtain.

Trenton, N. J.—It is announced that the United States Steel Corporation has bought the wire plant of the Trenton Wire Co. and has paid for it with second mortgage 5 per cent. bonds. The exact price paid has not been officially stated, but the combine interests consider terms very advantageous and it will net not less than 25 per cent. on the purchase price.

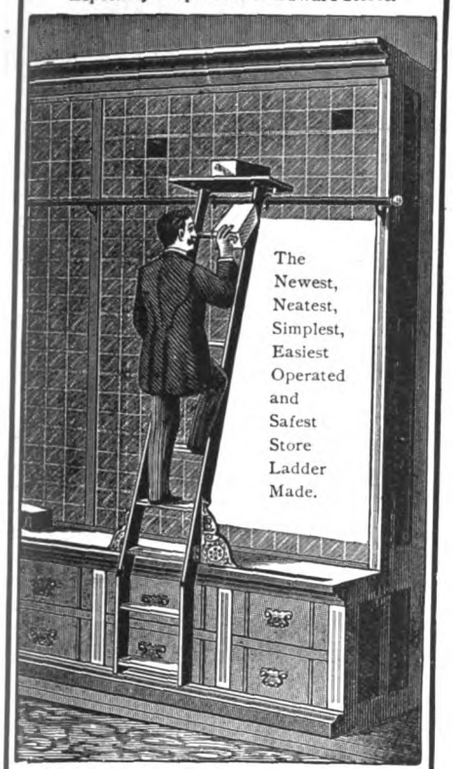
Waynesboro, Pa.—The Landis Tool Company will build a new power house, equipping it with a 300 horse power engine and a 200 kilowatt generator.

York City, Pa.—The old foundry of the York Safe and Lock Company will soon be dismantled. On its site will be erected a brick building 160x80 feet in dimensions, an addition to the safe works. It will be one-story high with basement. Architect J. A. Dempwolf is preparing the plans.

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is a particularly good place to have a demonstration, and show the people of your vicinity just what the GEM can do The women will be interested—they always are when anything is shown which helps in the daily household work. They will see and appreciate the many advantages of the GEM—its simplicity, the ease and rapidity of operation, the fact that it chops all kinds of food and is useful in the preparation of all kinds of dishes. Then they will want it, and you will sell many and be paid many times over for the trouble you have taken.



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is growing in popularity. In response to our advertising, we are receiving requests from all parts of the country for information regarding the GEM, and many dealers are having calls for the goods. Now is the time to put in a stock, so as to be ready for the active-selling season just ahead.

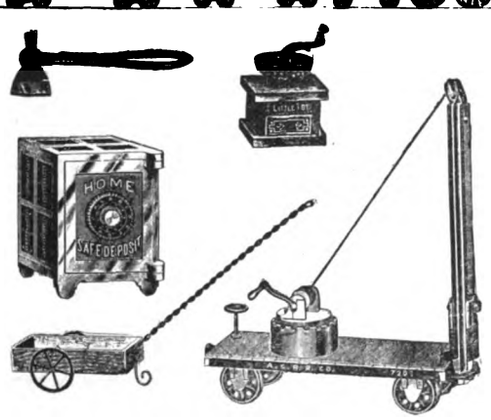
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THE ARCADE INDESTRUCTIBLE IRON TOYS

Parents know the children can't break them.

We can give prompt delivery on any of the following: Doll Carriages, Chairs and Beds, Carts, Scales, Pumps, Stoves, Tools, Banks, Trains, etc., listed in our latest Catalog.
Better get your order in before the Xmas rush.



ARCADE MFG. CO.

Freeport, Ill.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Fort Smith, Ark.—The Equitable Powder Company are erecting a plant near here which they hope to have in operation within a few weeks.

Jamestown, N. Y.—A new company has been organized by C. H. Walters, of Springfield, Ohio, George W. Quinlan, of Buffalo, and others. It is the intention to manufacture a number of rubber articles, including bicycle tires, shoe heels and similar goods.

Morrow, Ohio.—The plant of the Senior Powder Company will be in operation about October first.

Newark, N. J.—The Newark (N. J.) Pneumatic Puncture Proof Tire Company has been incorporated. Capital stock $25.000. Incorporators: Henry Willoughby, Jr., John Miller and Edward K. Patterson.

Newcastle, Pa.—The new plant of the Burton Powder Company was started August first. The daily capacity is 300 kegs.

Changes.

Akron, Ohio.—The Mitzel Rubber Company is building a plant at Carrollton, O., to be 40x180 feet in size, giving working space for 100 workmen.

Ashland City, Tenn.—The Sycamore Powder Mills, located near here, have been closed down and all employees discharged. No announcement has been made by the company concerning its action.

Brooklyn, N. Y.—Walter W. Gregory, manufacturing base balls at 66 Lott Street, under the firm name of S. W. Rice & Co., has sold his business to Solomon W. Brock, who will in future conduct the same under the style of S. W. Rice & Co. at the same location.

Cleveland, Ohio.—Contracts have been let for an addition to the plant of the American Ball Bearing Company to be 90x200 feet in dimensions.

Kansas City, Mo.—The Redheffer Hardware Company, capital stock $5 000, have succeeded the Redheffer Company in business, and will carry a full line of sporting goods as well as Hardware.

Middletown, Conn.—An addition to the factory of I. E. Palmer, the manufacturer of hammocks, hammock supports and accessories, is being built. This will be 35x50 feet in size and four stories in height. The large increase in the volume of Mr. Palmer's business has made it necessary to obtain more working space.

Minneapolis, Minn. — The exclusively wholesale house of Nelson-Boquet-Holliday Hardware Company has recently entered the sporting goods trade and is carrying a strong line of fishing tackle and gun goods.

Nevada, Mo.—The William H. Talbot Company, manufacturing fine fishing reels, will within a short time be quartered in a new factory building that has been built during the summer and is now being equipped with special machinery and apparatus for the fabrication of the famous Talbot reels.

New York, N. Y.—Miller, Daniels & Walsh, 93 Reade Street, have dissolved partnership, all of their business now being handled direct by the Miller Manufacturing Company, Peekskill, N. Y., makers of lamps, oilers, tire pumps, brass and aluminum castings, etc.

Plymouth, N. H.—The Draper & Maynard Company, makers of football goods, etc., have purchased the factory of the Connecticut Sporting Goods Company, 123 Railroad Avenue, Bridgeport, Conn., together with the machinery, fixtures and stock. The Connecticut Sporting Goods Company has been dissolved by an agreement among its stockholders, for whom I. H. Klebau was president, Charles Pullan secretary-treasurer, and Abraham Levy manager. It was incorporated in July, 1903, with a capital of $3,000, and it is said in Bridgeport that while its output was not large, the investment paid well and the business was sold at a profit.

Rochester, N. Y.—The After Dinner Gun Company changed the location of its principal place of business from New York city to Rochester. The officers of the company are: President, Allan Scott; secretary, Warren A. Shenkowitz; treasurer, Stephen H. Richards, all of New York city.

The
IRISH MAIL
Is a business proposition to the dealers and is Handled by
THE LIVE ONES
Advertised for the dealers benefit.
Stoutest, neatest and best Car made.
SELLS AT SIGHT



"GEARED FOR SPEED"
A feature that is a salesman.
We tell everything in our catalog.
Write today.
STANDARD MFG. CO.
No. 566 Chase St.
Anderson, Indiana, U. S. A.

Screen Doors
Window Screens, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.
THE A. J. PHILLIPS CO.
FENTON, MICH.

WOOD'S ICE TOOLS
FINEST QUALITY.
For ICEMEN, DAIRYMEN, BUTCHERS.



Send for 52 page Catalogue, edition AA.
WM. T. WOOD & CO., ARLINGTON, MASS.



U. S. EAGLE N. M. ROOFING TIN
is made by a process which is a combination of the OLD STYLE IC and the NEW METHOD. The coating being in strict compliance with the requirements of the U. S. NAVY DEPARTMENT is the most durable.
The surface is smooth and clean, and covered with transparent paint, easy to solder.
THE U. S. GOVERNMENT EXECUTIVE OFFICES
ARE ROOFED WITH
U. S. EAGLE PLATES
MANUFACTURED BY
AMERICAN SHEET & TIN PLATE CO.,
FRICK BUILDING, PITTSBURGH, PA.
FOR SALE BY ALL FIRST-CLASS METAL DEALERS.

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W. H. EATON, The Rookery, Chicago, Ill.
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Patent Cork Puller

WITH SELF-CENTERING SAFETY BOTTLE GRIP

QUICK ✂ STRONG ✂ RELIABLE

Draws and strips cork in one single operation of handle. No cork can ever remain inside. No mistake possible in operation. No tearing of corks. No breakage of screws or bottles. Made in both nickel plate and bronze finish.

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BEST BAR PULLER MADE

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. ✂ WORCESTER, MASS.

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Anything like chocolate, fruit, or vegetables is shaved so economically and well, without waste of energy and material by

The "Little Shaver"



that wherever used, it has become

Indispensable in The Kitchen

Made of Black Walnut. Size 10 x 2½ inches.

Knife is of finely tempered steel and carries a keen edge.

If you'll drop us a line we'll tell you how to sell it at a profit.

J. M. Mast Mfg. Company
Lititz, Pa., U. S. A.

THAT NAME
"ANDERSON"
has been stamped on tools during the past
33 YEARS
It's worth rembering the next time you order
COLD CHISELS,
CEMENT WORKING TOOLS
or STONE CUTTING TOOLS if you want the best.
The "Anderson" COLD CHISELS are meant for customers who require an extra high grade tool.
Neatly packed in boxes.
PRICES ?
W. H. ANDERSON & SONS,
CONTRACTORS' TOOLS
21-31 ST. AUBIN AVE.
DETROIT, MICH.

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Don't Pay ✂ For The ✂ Black Kid



STOVE POLISH

if not the best you ever used.

If we did not have absolute confidence in the Polish we certainly could not afford to give this guarantee. The only Turpentine polish on the market. Put up in 5 lb. cans.

Ask for Booklet and Prices.

NICKLE PLATE STOVE POLISH CO.,
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The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
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Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

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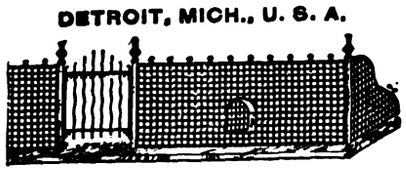
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FORMERLY
SCHEELERS' SONS
WIRE CLOTH & WIRE GOODS
BUFFALO, N.Y.

A RED HOT SELLER
Glogau's
Alcohol-Gas Stove



Solid Spun Brass and Nickel Plated. A boon for the Sick-Room, Camp, Travelers, Chafing Dish, Light Housekeeping or wherever gas is not available or desirable. Makes its own gas, is portable, uses only 2 cents worth of alcohol in an hour. Burns odorless, wickless, and weighs only 7½ ounces. It can not explode, and never gets out of order. The genuine is put up in a neat white carton, bearing the name "GLOGAU'S," and is NICKEL-PLATED. Accept no other.
Retails at 75c. Sample sent anywhere Exp. paid on receipt of 50c.
GLOGAU & CO. 21 QUINCY ST. CHICAGO.

J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.
Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad received less than three lines.*

Business Opportunity.

OWNER retiring from successful Hardware business offers to active experienced man whole or part interest. Look this up. Address Elston's Big Store, Norristown, Penna.

WANTED TO PURCHASE, Bankrupt Stocks or Discarded Patterns, and, in fact, anything in the Hardware, Paint or Stove line. Bael's Hardware Store, Trenton, New Jersey.

Wanted.

WANTED—Good salesmen for first-class side line; men familiar with cutlery preferred. Address K., care HARDWARE.

WANTED.—A position as salesman or bookkeeper in retail or wholesale Hardware store. Address, "Sales" Care of HARDWARE.

WANTED—Salesmen of experience and acquaintance with trade and territory, to sell our line of whips either exclusively or in connection with one other good line of goods. Samples comprise a selection of all live sellers' from the strongest line in America and can be carried in case weighing thirty pounds. The most attractive and best proposition going for energetic salesmen. Liberal commission and exclusive territory. Address Box No. 327, Westfield Mass.

For Sale.

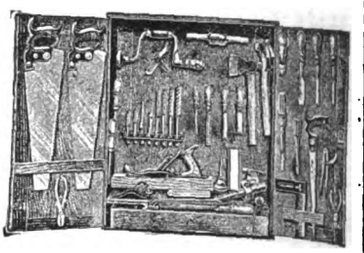
50 new cold weld seamless steel pressure tanks (20 gallons capacity, tested to 200 lbs) each complete with double acting liquid or air pump, valves and pressure gauge; guaranteed to be in perfect condition—never used; cost each $25; will sell the lot $12 each. Address "A. P." HARDWARE.

Situation Wanted.

AS SALESMAN. Am at present employed but wish to change. Experienced in selling cutlery. Can give best of references. Address "K" care HARDWARE.

TOOL CHESTS

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use: also Tool Cabinets.



Eureka Tool Cabinet, No. 2.

Machinists' and Pipe Fitters' Empty Tool Chests.
Agents for Steel Tool Chests.
Send for latest catalogue.
AMERICAN TOOL CHEST CO.
200 W. Houston St.
New York, U. S. A.

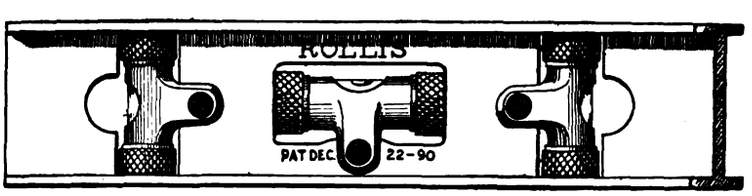


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Joist Hangers; Lawn Furniture; Fencing, etc.
VAN DORN IRON WORKS CO.,
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Traveling Men
Can make expense money by taking subscriptions to
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Liberal Commission

ROLLIS PATENT ADJUSTABLE SHEET STEEL LEVEL

Lighter in weight than cast iron Levels, but more substantial.



Its superiority over others lies in its quick and accurate adjustment.
Three sizes: 5, 7 and 12 inches.

It's a rapid seller. Shall we quote you prices and discounts?
ROLLIS HARDWARE CO., 105-107 Chambers Street, New York

SHOE KNIVES,
Butcher and Kitchen Cutlery,
Carpenters' Drawing Knives,
Cigar Knives, Screw Drivers, etc.
All of unsurpassed quality.



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For Lubricating, Cleaning, Preventing Rust and Polishing

GUNS, BICYCLES, SEWING MACHINES, TYPEWRITERS, LAWN MOWERS, MECHANICS' TOOLS, ETC.



REDUCED CUT.

It is a sure RUST PREVENTIVE in all climates.

It LUBRICATES—never gums, thickens or turns rancid.

It CLEANS, and keeps clean delicate machinery.

It POLISHES gun-stock and barrel—Pianos, Furniture, etc.

It is an all around oil for many users and uses.



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REDUCED CUT.

Prices to Consumer

2 oz. bottle . . 10c

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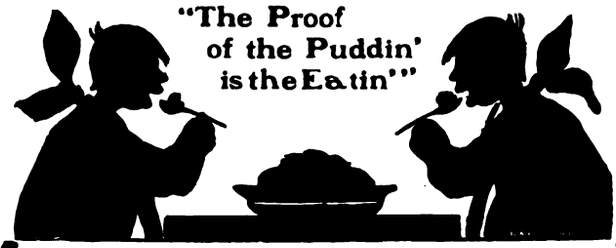
6 oz. can 25c

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JOHN H. GRAHAM & CO.,

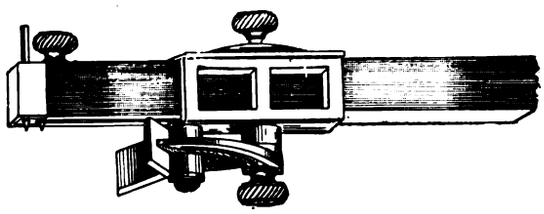
113 CHAMBERS STREET, NEW YORK.

14 Thavies Inn, Holborn Circus, London, E. C., Eng.
123 California St., San Francisco, Cal.
Copenhagen (Freeport).



It's the same exactly with

Winslow's Adjustable Face Marking Gauge



Try it once on any irregular surface: Loosen its thumb screws—adjust its face—the work is done.

Most any mechanic or wood worker will see the point—its advantage over others. It saves both time and money.

You could sell lots of them (at a good profit) if you displayed them.

Let's have your trial order.

MOSSBERG WRENCH CO.

Central Falls, R. I.



YOU OUGHT TO SEE IT!

The New Putnam

Ⓦ

Horse Nail

Is made by a new and down-to-date method. It has stood the severest practical tests for six months, and

The Highest Test

for tensile strength, elongation and elastic limit.

The New Putnam will not crimp, break or sliver. Will not cut off; will hold in the clinch. Drives most easily.

These are some of the reasons why you should handle them.

Send for samples. Special Offer to Hardware Dealers.

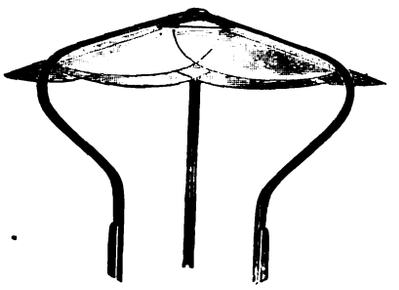
PUTNAM NAIL CO.

Neponset, Boston, Mass., U. S. A.

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Mica Canopies

for Lamp Chimneys and Gas Globes are the most satisfactory and salable because they have the name and quality.



3¾ in. Diameter.
Small Canopy No. 3.

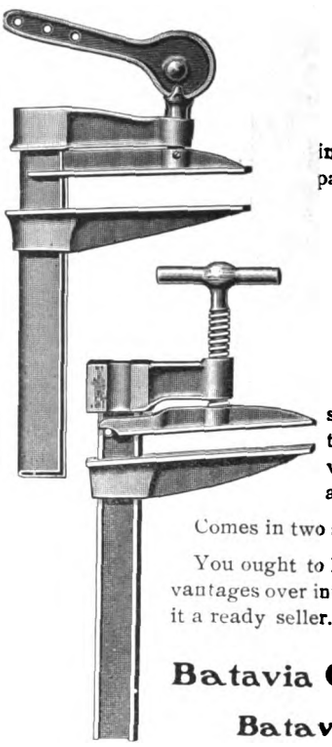
We mine, import and manufacture **Everything in Mica** and sell our Standard Mica in assorted packages, of one — two — and three pounds, put up expressly for the Retail Trade.

Drop us a line about prices, mentioning HARDWARE.

Eugene Munsell & Co.
217 Water St., New York

Unapproachable.

We challenge anyone to duplicate the quality and price of



Colt's Clamps

in general, but more particularly our

UNIVERSAL CLAMP

* * *

It excels all hand screw clamps in adaptation to work, convenience of handling and quick action.

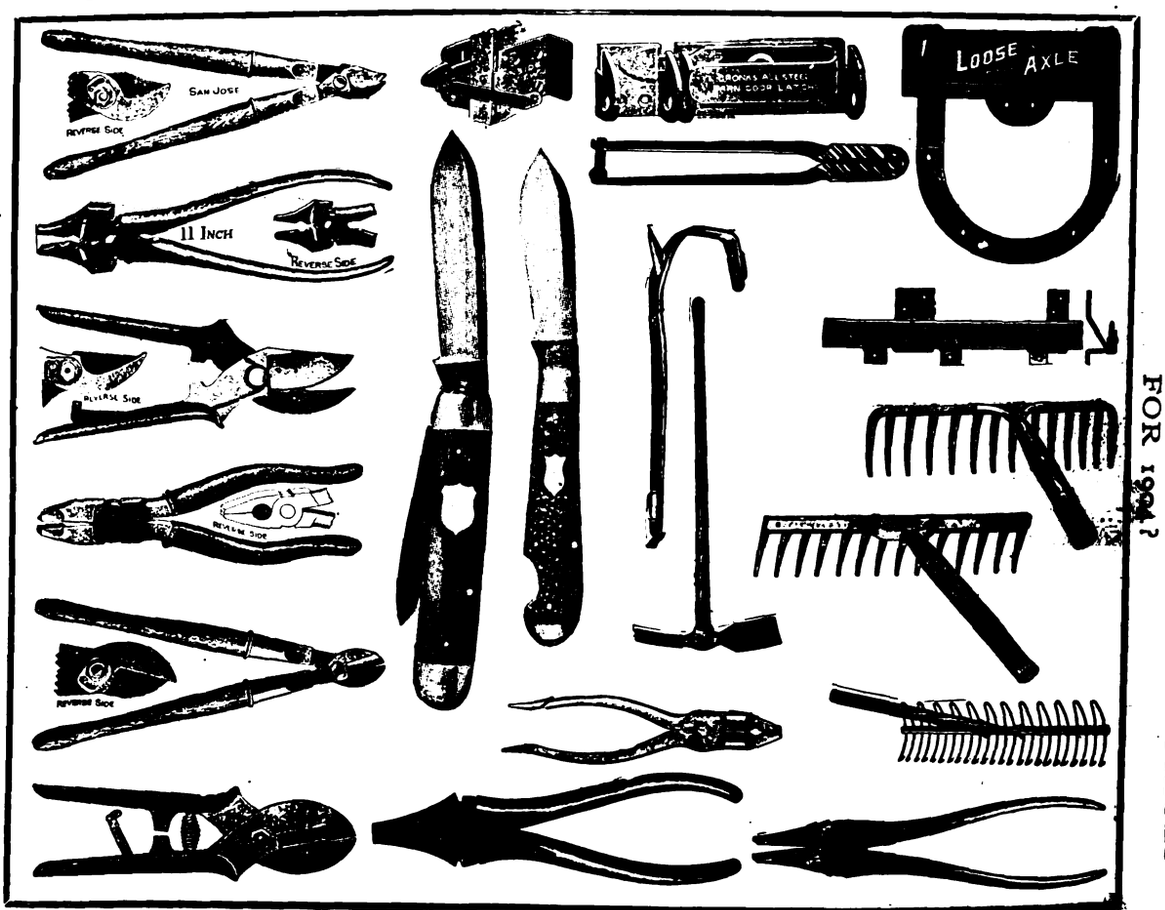
Comes in two sizes.

You ought to handle it. It's advantages over inferior clamps make it a ready seller.

Batavia Clamp Co.
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OUR CATALOGUE TELLS ALL ABOUT OUR COMPLETE LINE.



SHALL WE SEND YOU A COPY WITH PRICES FOR 1904?

CRONK & CARRIER MFG. CO., ELMIRA, N. Y.

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Peerless No. 7. Screw Driver



All that is known as best in the way of material, workmanship and finish, has been put into this as well as our complete line of Screw-Drivers.

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They are high grade tools at reasonable prices

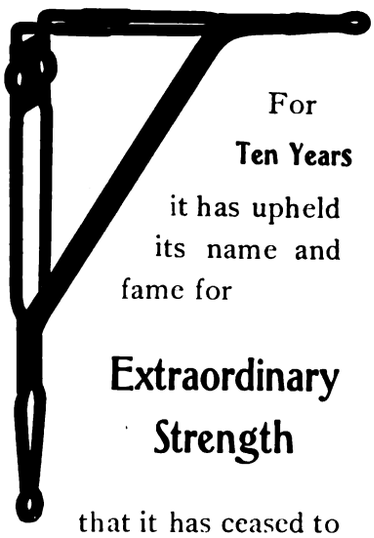
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Our discounts make it profitable for you to handle them.

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The Ducharmes & Co.
SHELBURNE FALLS
MASS., U. S. A.

Bradley SHELF Bracket



For **Ten Years** it has upheld its name and fame for

Extraordinary Strength

that it has ceased to be an experiment with the user.

* * *

Same with the dealer. Most of them know that the Bradley is so well made that it is the stongest cheap Bracket on the market to-day.

It's the best for the every day run of business.

* * *

A most ready seller. Try it and be convinced.

Atlas Mfg. Co.
New Haven, Conn.

We Stand By Our Guarantee



No. 700 Ball-Bearing Screw Driver



From head to point of blade, we guarantee it to be of

MAYHEW QUALITY WORKMANSHIP AND FINISH

so well known to the trade.

It works like a ratchet driver without causing "ratchet" blisters.

WHY?

Because its head remains stationary in the palm and allows the full strength of the hand and fingers to turn the screw in either direction.

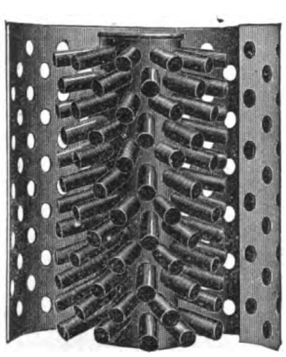
Packed ½ dozen in a box.

Write us.

Mention HARDWARE.

H. H. MAYHEW CO.
Shelburne Falls, Mass.

45 Murray St., New York, U. S. A.



4,866 sq. ins.

SAVE 1-2 YOUR FUEL

BY USING THE

ROCHESTER RADIATOR

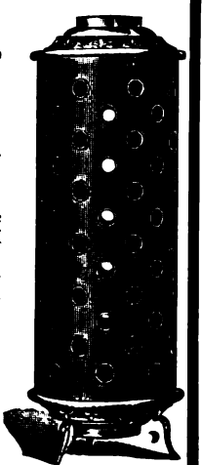
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TAKE a common sense view of heating—if you wish to heat a poker you will hold it over the fire, not at the side. We hold 96 to 120 pokers or tubes over the fire, each having a hollow air space in centre through which a current of air rapidly passes, sending the heat to all parts of the room, getting much greater results than any **DRUM** or side heater can give.

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Over 100,000 of them in use.

Write for Descriptive Catalogue and Prices.



The Part that does the Business. **ROCHESTER RADIATOR COMPANY,** **150 Furnace St. Rochester, N. Y.**

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BRASS GOODS MANFG. CO.

Corner Union and Nevins Streets, BROOKLYN, N. Y.

MANUFACTURERS OF

METAL GOODS IN BRASS, BRONZE, AND TIN.

LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.

SPECIAL GOODS MADE TO ORDER.

THIS CARD CHANGES EACH ISSUE.

WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE

American Steel Roofing Co.

Middletown, O.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. *Send for Catalogue.*

Federal Bench Punch



10 inches high, 10 inches long, Weighs 64 pounds

PUNCHES 5-16 inch hole in ¼ in. Iron plate, 2½ in. from edge. Send for Circular.

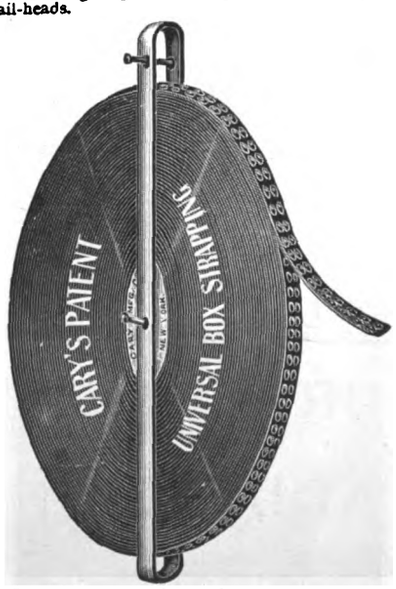
Chandler & Parquhar Co.,

131 Congress Street,

Boston, U. S. A.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil.

Straps made in four widths: ½, ⅝, ¾ and 1 inch.

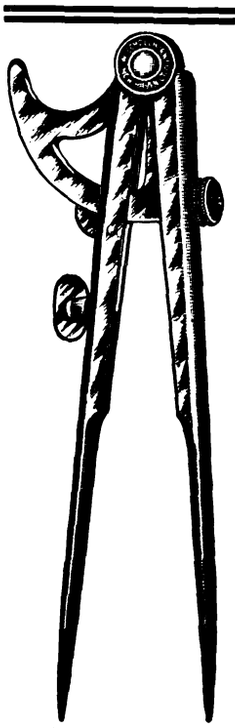
Patented in all countries.

CARY MFG. CO.,

19 & 21 Roosevelt Street, New York.

Cable Address: CARLEIO

The Best Point



in a "Spring Divider" of any kind is the perfection of its points. Among adjustment devices for mechanics and draftsmen our

"Excelsior"

Spring Divider

leaves nothing to be desired on this score.

Its points are made of Stubb's Steel Wire, tempered and inserted two inches into each leg.

Nickel plated.

Excellent Seller

We want you to have a copy of our catalogue and prices. Shall we send them?

THE WM. SCHOLLHORN CO.

NEW HAVEN, CONN.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 68c

PRIMERS—

Berdan Primers $2.00 per M ..20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps. Con. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1 49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)..20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 22 lb bag.....2 25

GUN WADS—⅌ 1000—

B. E., 11 up.....$ 60
B. E., 9 & 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tool Co. ⅌ doz
Hawkeye.....$3.25
Western.....3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net.....$2 00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ⅌ gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net, 7.20
Bolt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8½c
Eagle Anvils, ⅌ lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits.....
Car "....."
Machine Bits
} 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 33...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable....$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ⅌ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3 25
German Pattern, net.....$4 50@4 75
Mayhew's Diamond ⅌ doz. $1.25....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous.....33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....33c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch ⅌ doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ⅌ doz. $7.50; No. 20, ⅌ doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....50%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Rollis Hdw. Co., Adj. Tool Holders No. 1, $18.00.....30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9.25

HATCHETS—

Hunt's Underhill's Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓&5
Boys Axes.....33⅓&5
D. Simmons & Co.:
Broad
Shingling and Claw
Lath, Hunters', etc.
Picks and Mattocks.....
} 50&5%
Peck Edge Tool Co:
Hatchets, Shingling, etc....33⅓ & 5
Broad and Bb l.....33⅓
Boy's Axes and Hatchets....33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " ".....25 "
10 " firkins (6 in case)....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9 00 "
200 " ¼ bbls.....
375 400 lb " .....
} .06½lb

Balances, Spring—

Chatillon's:
Light, Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....30%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....30@30%
Tinned, each, $10.50.....30@30%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@33⅓&10
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....30%
Western, Sargent's List....70@70&10%

Bellows—

Blacksmiths'.....65&10@70
Hand.....25&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched...45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10¼c
Standard	10¼c
Standard Manila	11¼c
Manila	12¼c
Pure Manila	13¼c

Bit Holders—

Angular.....40%
Extension:
Barber's, ⅌ doz. $15.00.....45@50%
Ives' ⅌ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, ⅌ doz. $3.00.....33⅓%
Excelsior ⅌ doz. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity ⅌ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Harts' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves 70&10%
Iron Stranded, Lig Vitae Sheaves 60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Yes' Patent Door Bolts.....10%
Wrought Barrel.....75@60%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....50@50&10%
Wrought Shutter, Standard list 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list 50@60&10%
Wr't Sunk Flush, Stanley's list. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....70&5@75%
Machine, Plain Nuts.....75@75&5%
Carriage, Common.....70&10@75%
Phila., Eagle, list May 24, '99.....80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....50%

STOVE AND FLUE—

Flue.....65&10%
Stove.....80@80&10%

MISCELLANEOUS

Sink.....80%

Bone Mills.

Enterprise.....30@30%
Stearns.....40%

Borers, Tap—

Enterprise.....30@35%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....10⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		5 & 10
Millers Falls		7.50 15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss..... 60&10%

Boxes, Mail.
Heller's..... .40&5%

Box Scrapers—
Bradley's..... .20%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,".....20&10&10&10
Standard Metal Strap Co's:
Eclipse..... 20&10&10&5%

Braces—
Barbers'..... .....50&10&10@60&10%
Barbers' Ratchet..... .....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'..... 60&5%
Barbers' Ratchet..... 60@60&10%
New Haven Novelty..... 70%
New Haven Ratchet..... 60&10%
Spofford..... 60&5%
C. E. Jennings & Co.:
No. 108@114½..... .....50&10%
No. 208½@214½..... .....50&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's..... 0&10@60%

Brackets—
Brackets, Griffin Folding..... 70&10%
Brackets, Griffin's Pressed Steel 80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases..... .80&10%
Shelf, Plain, Regular list..... .66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co..... .25&10%

Bracket Sets—
Millers Falls Co. .....33⅓&10

Box Hooks.
Humason & Beckley's..... .60&10&10%

Box Openers.
Humason's..... ₩ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—
Standard. List, June 24,1903.90@90&10%

Bull Rings—
Humason, Beckley & Co.'s..... .80%
Sargent's..... 80%
Seymour Smith & Sons..... 60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's..... 40%
Foster Bros. Flat Hds..... 30%
Foster Bros. Round Hds..... 30%
Lancaster Mach. & Knife Wks. 33⅓@40%
L. & I. J. White..... 33⅓%
Plumbs..... 33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co..... 25&10%

Butter and Cheese Triers—
Ordinary Black Handle..... ...25%
Humason & Beckley's..... .....40%

Butt and Rabbet Gauges—
Stanley's..... 25&10%

Butts—
BRASS—
Wrought Brass, list Sept. '96 20@20&10% &5%

CAST IRON—
Loose Joint..... 70@70&10%
Loose Joint, Japanned..... 70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin..... 70@70&10%
Mayer's Hinges..... 70@70&10%
Parliament Butts..... 70@70&10%
Fast Joint, Broad..... 50@50&10%
Fast Joint, Narrow..... 50@50&10%

WROUGHT STEEL—
Table and Back Flaps..... 75%
Narrow and Broad..... 75%
Inside Blind..... 75&10%
Loose Pin..... 75%
Loose Pin, Ball and Steeple Tip..... .....60&20%
Japanned, Ball Tip Butts .70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%
} Extra 10% to 10&10

Calipers—
Bemis & Call:
Double..... 65%
Inside and Outside..... 65%

Can Openers—
American..... ₩ gross, $1.75@$2.00
Goodell's Acme..... ₩ gross, 6.00
Hopper's..... .....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix..... 4 %
Sardine Scissors..... .....75&10%
Sardine Scissors, Forged Steel.. ₩ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50..... .....75&10%
Universal, ₩ doz., $3.00..... . . 50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed..... ..70@70&10%
French or Phila. Iron Wheel..... 75%
Plate..... .....60@60&10%
Payson's Furniture..... .70&10&10%
Payson's Truck..... .70&10%
Standard, Ball Bearing..... .....45%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent's..... 70&10%
Weltons.....70&10%

Chain—
American Coil and Halter Chains:
"American".....40@45&1%
"Niagara".....45@50&5%
"Eureka".....45@50&1%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.00
¼	5.30
5-16	4.15
⅜	3.75
7-16	3.60
½	3.50
9-16	3.45
⅝	3.30
¾	3.25
⅞	3.50
1	3.15

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain...
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain...
Covert Mfg. Co., Stallion Chain..
} 40% & 2%
Galvanized Pump Chain..... 4½@4¾c
German Coil, list July 24, '97...60&10@60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron.....60&10@60&10&5%
Jack Chain, Brass..60&10@60,&10&10%
Oneida Wire Dog Chains... .45@50&5%
Trace, Wagon and Fancy Chains: New List..... .....60@60&10%
Bridgeport, Trace chains.....65%
Stake " 65%
Heel " 30%

COW TIES—
American..... .....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5%&5%
Sisal.....30%

Chain Guards—
Aluminum S. & N. Co..... 50

Carpet Stretchers—
Montross' "Excelsior,"...₩ dos., $6.00.....30%
Bullard's.....33⅓%
Cast Iron Steel Points... ₩ doz....80c
Socket.....₩ doz., $1.75@$2.00

Carpet Sweepers— ₩ doz.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel..... $24 00
National Queen Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned..... 20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 0
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel..... 20 00
Perpetual, Regular Bearings.... 18.00
NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots

Cherry Stoners—
Enterprise..... .....25@30%
Goodell's Family.....net ₩ doz. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes..... .....70%@70&10
L. & I. J. White..... .. 30@30&5%
C. E. Jennings & Co, No. 70.. 16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co..... .20%
Jennings & Griffin Mfg. Co
Tanged Chisels..... .....80&10%
Tanged Gouges..... .....40&10%
Tanged Firmers'..... .....40%&10%
Tanged Gouges..... .....40%
L. & I. J. White,..... .....25&5%

COLD CHISELS—
Good quality, ₩ lb..... ....18@16c
Snell's Best C. S.....50&10%
Cronk's..... .....50%

Cleaners, Sidewalk— ₩ doz
Challenge Shank..... .....$3.25
Star Shank..... 4.00
Star Socket..... ..... 4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century.....20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks, 7" & 10 @ 75%

Coffee Mills—
Box and Side.....60%
Enterprise Mfg. Co..... .....25@60
Lane Bro's Co.....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses..... .....50%
Dividers.....65%
Compasses, Calipers, Dividers. 70&10%@75%
Stevens' "Ideal"..... ...25&10%
Stevens' "Leader"..... .....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers..... .....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's..... .....20@20&5%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co..... .....33⅓%
Humason & Beckley Mfg. Co.. 50&10%
Samson.....₩ doz $10.00

Corn Hooks— ₩ doz
Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's..... .....net
Wadsworth's.....net $1.50

Countersinks—
Mayhew's Diamond..... .. 40@45%
Smith's..... .....25%
Snell's..... .....40%
Wheeler's Patent..... 50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List..... .....30%
Dixons: ₩ gro.
Eclipse.....7 in. $3.75 9 in. $4.88
Emerald..... 5 00
Oriole..... ..... 5.00
Rainbow..... 3.12
Solid..... 7 50
Tailors, Black $5 62. Red & Blue $9.00

Curry Combs—
Kohler's..... .....40%
The Metal Stamping Co. Ideal,..20&10%
Perfect..... .....40%
Rubber, ₩ doz. $7.50.....20&10%
Southington Cutlery Co.'s .....25&10%

Cutlery—
Fosters, Pocket..... ....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)..... 40%
Leather (full assortment) ....40&10%
Walter S. Stevens & Son:
Brass..... 40%
Embossed Gilt..... 30&10%
Leather..... 40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's..... ...33⅓@40%
Columbia..... .....50&10%
Eclipse..... ..... 60@60&10%
Home..... .....50&10
Ogden's..... 33⅓@40%
Pullman's Screen .....₩ doz. net $4.50

Door Holders—
Empire..... .....80%

Door Springs—
Gem (Coil), list Oct. '95..... .....20%
Pullman, Perfect..... .....20%
Pullman, Coil..... .....20%
Star (Coil), list Oct. '95..... .....30%
Torrey's Rod, 39 in. ₩ doz., net...$1.35
" " 48 in. " " ... 3.50
Victor, Coil..... .....50&10&10%
Chicago Coil Springs..... .....40&10%
Reliance Coil Springs..... .....40&10%

Drain Cleaners—
Iwan's Adjustable..... .....35%
Iwan's Stationary..... .....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list..... ... . 75&10%
Sargent's List..... 60

Drawing Knives—
Standard Wakes..... 70@70&10
Adjustable Handle..... 2 @25&10% 40&5%
Bradley's..... 65&2&10%
Jennings & Griffin..... .....65&2&10%
Watrous..... .....16⅔&10%
L. & I. J. White..... .....25&5@2%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'..... 60%
Breast, Goodell's..... .....25@30%
Breast, Millers Falls, each $3.00. 15&10%
Stearns' Bench..... .....30%
Hand, Goodell's..... .....30&10%
Whitney's Hand Drill, No. 1, $10.00 Adjustable No. 10, $12.00..... 33⅓%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg..... .....30%
Enterprise Mfg. Co... .....25&10%

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Egg Beaters—

Taplin Mfg. Co.: ₩gro.
No. 60 Improved Dover.....$6 00
No. 75 Improved Dover.....6 50
No. 100 Improved Dover.....7 00
No. 108 Improved Dover, Tin'd $8.50
No 150 Improved Dover, Hotel $15 00
No. 152 Imp'd Dover Hotel T'd $17.00
No. 200 Imp'd Dover Tumbler $8 50
No. 202 Imp'd Dover Tumble Td $9.50
No. 300 Improved Dover Mammoth, ₩ doz..... $250

Escutcheons—

Wood.....90%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz

"Challenge".....$3.00
Popes.....3.00
Wilkinson's.....$3.00 net
Westerholm's.....3 25

Faucets—

Frary's Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lanes.....$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American.....75&5%
Arcade.....75&5%
J. Barton Smith.....75&5%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75%
Great Western.....75&5%
Kearney & Foot.....75&5%
Mc Clellan.....75&5%
Nicholson.....70&10%
Nicholson's X. F. Files.....80@80&10%
Royal.....80@80&10%

IMPORTED—

Stubs.....Stubs' list, 80@80½%

Filters—

Acorn.....₩ M
Pulper's Natural Stone $8.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78 00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler.....₩ doz. 30.00
Gun Cleaner.....₩ doz. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield.....₩ doz 3.00

Fish Scalers—

Dovert's Saddlery Works:
Great American.....60&20%

Forks—

Geneva:
Two-Tine Hay and Boy....50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines.....50&10&5%
Four-Tine Hay.....60&5%
Long Three Tine, Grain, &c...65%
Long Four-Tine Header, &c.....65%
Alfalfa, Deep Dish Header.....65%
Three-Tine Baler.....65%
Four-Tine Baler.....65%
Barley and Grain.....60&20%
Champion Hay.....66⅔%
Champion Manure.....60&15&2½%
Champion Header.....65%
Four Tine Manure.....60&15&2½%
Five and Six Tine Manure 66⅔&2½%
Spading Forks.....70&2½%
Potato Digging.....60&10%
Baling Press.....60&12½
Stable and Fish.....50&10&5%

HEAVY FORKS—

Vegetable Scoop, Sugar Beet, Barn, Sluice, Cotton Seed, Coal and Coke, Stone, Tanners', Shaving, Oyster.....40&10%

Fruit, Wine and Jelly Presses.

Enterprise.....30@25%

Fry Pans—

Standard List.....70&10

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disstons' Mortise.....70%
Marking, Mortise, etc..50&10@50&10&10%
Stanley's.....20@20&10&10%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morse's.....25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots—

Enameled.....40%
Tinned.....35%

Graters—

Enterprise.....25@20%

Graphite, Lubricating.

Dixon's Pure Flake
632- 1 lb. cans.....20 cts. ea.
633- 5 " screw top tin cans. 85 cts. ea.
634- 10 " " " $1.60 "
644- 25 " boxes,.....15 cts. lb
645- 50 " " .....14½ cts. lb
646-100 " kegs.....14 cts. lb.
647-350 " barrels,.....12 cts. lb.

Grindstone Fixtures—

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters.....40&5%
Sisal Rope.....25%
Web Halters.....45%

Halter Chain—

See Chain

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail.....10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack.....₩ doz. net $2.50
Maydole's.....33⅓&5@40&10%
Sargent's New List.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....½&7½%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb, 3 to 5 lb 40c lb.....75@75&10%
Over 5 lb 30c lb
Wilkinson's Smiths.....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's.....₩ doz..$15.00

Handles—

WOOD—

Auger, assorted.....₩ gr. $2.75@3.00
Auger, large.....₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 8 2½.....40%
Axe, Pick, etc.....50@5 &10
Bliss Mfg. Co.
Chisel.....
Brad Awl.....
File.....
Auger.....
Soldering Iron.....25@33⅓%
Brad Awl.....₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted.....₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet,.....50%
Hoe, Rake and Fork.....60&10
Rollis Hdw. Co. Hafts $9.00...40 & 10%
"Simplicity" File Handles, ₩ gr. $.90@1 50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D. Handle, 40&5%
Shovel and Spade, Long Handles 50&5%

CROSS-CUT SAW HANDLES—

Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door—

Old Pattern.....60&10%
New England.....66⅔@10%
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's Covered.....50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's:
Standard.....50&10&10&5
Special.....50&10&10&5
Track for same.....₩ 100 ft. net,$3.75
Cronk's:
Nos. 1, 1½, 2 & 3.....60&10%
Nos. 11, 13.....70%
Nos. 21, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00. ₩ dozen pairs.....60&10%
Myers' Stay-on.....50&10%
Wilcox's New Century.....50&10&10%

Hangers, Garment.

Pullman's.....₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard.....net, $3.85
Ball Bearing.....4.15
New Model.....3.85
New Champion.....2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B2438, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each.....36 47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft. $2 75; net each.....22 92

NAIL BIN BASES—

No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....22 57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each.....25 84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's.....50%
McKinney's "Perfect," $1 10 ₩ doz.50%
Wrought.....85&10@90%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track.....$7.00
Myers Unloader, Wood Track..7.00
Comb. Car, Double Steel T.....7.00
Comb. Car, Wood Track.....7.00
Rev. Car., Double Steel Track.....7.00
Rev. Car., Wood Track.....7.00
Myers Unloader, Cable.....7.00
Myers Unloader, Single Rail....7.00
Sure Grip Sling Car, Steel or Wood Track.....12.02
Double Rail Steel Track, complete with clamps.....₩ ft.....
Single Rail Steel Track complete with clamps.....₩ ft. .20
D. H. Fork Steel Regular.....each, 1.60
Nellis Fork.....each, 3.00
Double Grapple Fork.....each, 7.00
Sprout's Shear Fork, each.....$1.50
Walker Fork, each.....2.10
Common 6 in. Wood Sheave Pulley, Fig. 443.....₩ doz. 3.20
Faultless Steel Frame K. P. Pulley, Fig. 435.....₩ doz. 4 00
Faultless Steel Frame 6 in Plain Pulley, Fig 455.....₩ doz. 3.50
Malleable Frame K. P. Pulleys, Fig. 676.....₩ doz. 4.60
Reed Wood Frame Pulley with Hook, Fig. 434.....₩ doz. 4.00
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....3.20
Floor Pulley, Wood Sheave, Fig. 486.....₩ doz. 4.20
Hanging Hooks for Double Steel Track.....₩ doz. 1.40
Hanging Hooks for Single Steel Track.....₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in.....₩ doz. 1.00
Hanging Hooks for Wood Track, 16 in.....₩ doz. 1.80
Floor Hooks 3¼ in.....₩ doz 1.40
Malleable Rafter Brackets, ₩ doz. .70
Wrought Rafter Brackets ₩ doz .70
Rope Hitch.....₩ doz. 3 20
Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge, ₩ doz. net $9.50
Iwan's Hay, Imp. Serrated ₩ doz. net.....$10.00
Kohlers, Hay, Sickle edge per doz. net $10
Auburn Straw.....40&10%
Weymouth, Pat.....65&5%
Wadsworth's.....40&

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net.....$8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, 6 to 12 in., ₩ lb, 3½c. 14 to 20 in., ₩ lb, 3½c. 22 to 36 in., ₩ lb, 3c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges	80&5%
Heavy Strap Hinges	80&20&10%
Light T Hinges	75&10&5%
Heavy T Hinges	75&5%
Extra Heavy T Hinges	80&20%
Hinge Hasps	70%
Corrugated Heavy Strap	80&20&10%
Corrugated Ex. Heavy T	80&20

Extra @ 10&10&5

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges.....40%
Bardsley's Patent Checking.....10%
Chicago Spring Butt Co.:
Chicago Spring Butts.....25%
Triple End Spring Butts.....50%
Chicago Ball Bearing Floor Hinge 50%
Garden City Fire Engine House Hinge.....25%
Chicago Saloon Door Hinge.....20%
Niles Manuf'g Co.....30%

GATE HINGES—

Clark's, Nos. 1, 2, 3.....50&10@60&10%
N. E., ₩ doz. $7.80.....60%
N. E., Reversible, ₩ doz. $5.60.....60%
N. Y. State, ₩ doz. $4.90.....60%
Western, ₩ doz. $4.90.....60%

BLIND HINGES—

Parker.....70&10%
Sargent's, Nos. 1, 2, 5, 11, 13.....70&10%
W. H. Co.'s No. 2 Mortise Gravity. 60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ doz. sets.30&10%

Hitching Cords—

Covert Mfg. Co.....45&2%
" " " .....
Hitchers Stall.....35%

Hoes—

Columbian, Field and Washington Co.....70&10%
Meadow and Rhode Island.....75%
Ladies', Boys' and Toy.....70&12½%
Onion, Turnip and Nursery..60⅔&12½%
Street and Mortar.....70&10&12½
Blackland or Southern Meadow..75&0%
Geneva Planters'.....75&12 50
Straight Shank Planters..75&10&7½%
Mississippi Planters'.....75&10&7½%
Geneva Cotton.....70&10&12½%
Ladies' Cotton.....75&7½%
Cotton Chopper.....75&12½%
Rough and Ready Cotton.....75&10%
Weeding Hoes.....66⅔&10%
Turf Edgers.....50&12½%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware... per 100 lbs, net $3.50

WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%

SILVER PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%

BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%

CAST IRON—
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton.....₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods

WEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%

WIRE—
Atlas, New List, Single cases..70%
Ten case lots.....70&10%
Crescent, Coat and Hat..50&10@60%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%

MISCELLANEOUS—
Bolt.....80&10%
Covert Mfg Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's.....60%
Cronks Grass.....₩ doz. $3 00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos	6	7	8	9	10	
A C.		26c	23c	22c	21c	21c	40&5%
American, all sizes							2½c net
	Nos.	6	7	8	9	10	
Anchor & New Haven		23c	21c	20c	19c	18c	40%
	Nos	6	7	8	9	10	
Ausable		28c	26c	25c	24c	23c	50&10%
C. B. K		25c	23c	22c	21c	21c	40%
Capewell		19c	18c	17c	16c	16c	10&5%
Champlain		28c	26c	25c	24c	23c	40@40&10%
Clinton Fin		19c	17c	16c	15c	14c	30&10%
Essex		28c	26c	25c	24c	23c	40&10@30%
Lyra, all sizes							2¼c net
Maud S		25c	23c	23c	21c	21c	50%
Neponset, Nos. 5 to 10, ₩ lb							13c.
Northwestern		25c	23c	23c	21c	20c	25@25&5%
Putnam		23c	21c	20c	19c	18c	33⅓%
Vulcan		23c	21c	20c	19c	18c	25&10%
Western							2½c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg.....3 85

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5&5%
Sisal.....30%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ₩ doz. $6.00..35@30%
No. 34. ₩ doz. 15.00..35@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@35%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....30%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2.50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr. .....$1.25@1.50
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door.....Net, $2.00

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₩ doz.	$12.00	$15.00	$24.00....30%

Kohler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co.....$85.00

Leaders, Cattle—
Covert Mfg. Co.....35%

Leads—
Covert Mfg. Co.
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5&5%
Sisal.....30&5%

Lead Pipe, Etc. ₩ lb
Bar Lead.....5¾@6c
Block Tin Pipe.....25@27½%
Lead Pipe, full lengths.....5to5¼
Lead Pipe, Tin Lined.....12½c
Sheet Lead, full rolls.....6¼c

Lemon Squeezers
Berger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40.....20%
Hotchkiss, Straight Flush, ₩ doz. $9.60
Jennings' Star.....₩ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....
Porc. Lined, Wood.....₩ doz.
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50; No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design.....25&10%
Rollis Hdw. Co.
Adj. Steel 7 in. $24.00.....40%
12 in. $27.00.....40%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....20&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co.....40%
R. & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....40&10%

CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₩ dos., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....33⅓%
Brown's Chain.....33⅓%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@30%
Yale Lock Co.....60%

TRUNK—
Corbin's.....35&10%
Eagle.....40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@35&30%
Lignumvitæ.....45@35&30%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....70%@70&10%

Meat Cutters—
American.....30%

Nos...	1	3	4	5	6
Each	$5	$7	$10	$35	$50	$60

Dixon's.....₩ dos. 30&10@40%

Nos.....	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@35&7½%

Nos....	5	10	12	20	22	32
Each...	$2	$3	$3.75	$6	$4.50	$6

Little Giant.....33⅓@40

Nos...	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ₩ doz.....30&10@40%

Nos.....	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent.....₩ dos. $400.40%
Sargent's.....60@60&10%

Mitre Boxes—
C. E. Jennings & Co.....35&10%
Seavey's, ₩ dos. $30.....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85&10@90%

PICTURE—
Niles' Patent.....$40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ¼ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs.....₩ doz. net $7.50
Black Hawk, ₩ doz.....$9.00
Cyclops.....40&10%@60%
Cronk's.....₩ doz. net $12.00
Eureka, No. 74.....doz. net $8.50
Eureka, No. 75.....doz. net 5.00
Giant, No. 1, ₩ doz. $18.00; No. 1½ $16.50; No. 2, $15.00.....35&10%
Lightning.....₩ doz. $18.00, 35&
National.....₩ doz. $4.00, 40%
Pelican.....₩ dos. $9.00, 40@40&10%
Rollis Hdw Co. No. 1 18.00.....50&10%

Nail Sets

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.50
Square	4.00@4.50

Snell's:

Octagon, ₩ gr.	$5 25
Corrugated	6 75
Knurled	6.75@7 50

Nippers—
Acme.....50%
Smith's Cutting.....80%
Todd's Cutting.....80%
Nut Crackers—₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..40%

Nuts—
Cold Punched:

	Off list
Mfrs. or U. S. Standard.	
Square, Plain	$5.10
Hexagon, Plain	5.00
Square, C. T. & R.	6 30
Hexagon, C. T. & R.	6.00

Hot Pressed:

Mfrs. U. S. or Nar. Gauge Stan'd.	
Square, Blank	5.80
Hexagon, Blank	6 80
Square, Tapped	5.80
Hexagon, Tapped	6 30

Oils—
Linseed, City, Raw, in barrels, ₩ gal. 48c
Linseed, City, Boiled, in barrels, ₩ gal. 48c
Out of Town on Spot.....₩ gal. 44c
Calcutta, Raw, in barrels....₩ gal. 54c
Lard, Prime City....₩ gal.....56@ 60c
Lard, Extra, No. 1.....49@51
Lard, No. 2.....35@38

Oilers—
Brass and Copper.....80&10
Tin or Steel.....65&10
Cushman & Denison's:
Gem.....₩ doz. $ .80
Leader.....60
Perfect Oilers.....1.20
Star Pocket Oilers.....75
"Paragon," Brass.....45@50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70@70&10%
Zinc and Tin.....60@60&10%
American Tube & Stamping Co., Spring Bottom Cars.....70@70&10%
Railroad Oilers, etc.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8c per lb
" Small "..10c "
Queer Creek Axe....20c "
} 40%

OIL STONES—
Pikes'

Lily White Washita	....60c	₩ lb.
Rosy Red	"...60c	" "
Extra	"...50c	" "
No. 1	"...40c	" "
No. 2	"...30c	" "
Lily White	" Round, Edge Slips.....90	" "
No. 1 Washita, Round Edge Slips		70c " "
Washita Pen Knife Pieces		70c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long		$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long		$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long		$2.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long		$1.70 " "
Soft Arkansas Round Edge Slips		$2.50 " "
Hard Arkansas Round Edge Slips		$4.00 " "
Hard Arkansas Pocket Knife Pieces		$4.80 " "

} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, (20c ₩ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " " } 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" .....50&10&5%
Phœnix, Pure Sheet Red.....50&10%
Pure Packing "Excelsior"..... 50%
Extra..... 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 8c@10c
Cotton Packing..... 16c@25c
Italian Packing.....10½c@12c
Jute.....4½@5½c
Russian Packing..... 9c@12c

Padlocks—
See Locks.

Parers—
APPLE— ₩ doz.
Advance..... $ 4.50
Baldwin..... 5.00
Bonanza.....each 6.50
Dandy.....each 7.50
Eureka, 1898.....each 20.00
Family Bay State..... 15.00
Improved Bay State.....36.00
New Lightning..... 7.50
Reading, 78..... 4.00
Reading, 78..... 7.00
Turntable, 1898..... 6.75
White Mountain..... 6.00
POTATO— ₩ doz.
Saratoga.....$7 00
White Mountain..... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's.....$3.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6 87
Colored Lumber..... 9.00
Black Artists..... 9 37
Colored ..... $4.38@7.50
Assortment Boxes..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 23, 1899. ..... 70@70&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire..... 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality.....40&10%
Bench Second Quality .....50&10%
C. E Jennings & Co .....50&10%
Molding .....33⅓&5%
IRON PLANES—
C. E Jennings & Co., Iron..... 50&10%
Sargent's .....60@60&10
Standard Tool Co .....50@50&5%
Stanley Rule & Level Co.:
Bailey's .....25&10@25&10&10%
Miscellaneous ... 25&10@25&10&10%
PLANE IRONS—
Buck Bros .....30?
Butcher's .....$5.00@5.25 to 5
C. E. Jennings & Co .....16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button ..... 70&10@5%
Ideal & Carrier:
Pliers
No. 1 ..... 60 & 10%
" 30..... net $9.00
" 40..... 75%
" 50..... 60%
" 65..... 40%
" 70..... 50%
" 80..... 40%
" 88..... 40%
Wm. Johnson's Gas Pliers 60%
Smith's Side Cutting..... 25%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 5&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 30&10&30&10&10%
Stanley's Duplex.....20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 25%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste .....40@40&10
U. S Metal Polish Paste, 8-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.80
1½ lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U.S. Liquid, 8-oz cans, ₩ doz 1.25
gross 12.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Black Eagle Benzine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ..$ 0.65
Ladd's Black Beauty gro $10.00, 50%
Joseph Dixon's.....₩ gro. $5.75, 10%
Dixon's Plumbago..... ₩ lb 8c
Fireside..... ₩ gro. $2 50
Gem.....₩ gro. 4 50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3 50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.50
Wynn's:
Black Silk, 5 lb pail. . ....each 70c
Black Silk, ¼ lb box....₩ doz $1 00
Black Silk, 5 oz box,....₩ doz $0.75
Black Silk, ½ pt. liq ....₩ doz $1.00

Poppers, Corn—
Square,..... ₩ doz. ₩ gro
1 qt..... $ 9 00
1½ qt..... 11.00
2 qt 18.50

Post Hole Diggers— ₩ doz.
Disston's Samson Digger....$34.00, 25%
Kohlers:
Little Giant.....per doz., net $12.00
Hercules..... " " 9.50
Invincible..... " " 9.00
Pioneer..... " " 7.20
Universal..... " " 18 00
New Champion.... " " 5.50
Rival..... " " 7 50
Ryan's..... ₩ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved.....40&5%
Perfection..... ₩ doz. net, $8 25
Split Handle..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net...$5.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle,.....net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand..... ₩ doz. net $6 50
Atlas Pattern..... ₩ doz. net $7 50

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks .....60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ..₩ doz., $18.00, $5@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears 6 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners..... 7%
E. S. Lee & Co.'s Pruning Tools.... 10%
P., S. & W. Co.'s Shears.....40%
Waters' Tree Pruners.....75&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60%
Brass Screw ..... 45&10%
Ceiling.....50@10&60%
Clothes Line, Japanned.....60%
Common Sense..... 60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley..... 60%
Fox-all-steel..... 50%
"Grand Rapids" all steel..... 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $3.00 .....50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House.....50&10@60&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ₩ doz., $12.00.....40%
Side, Anti Friction 60%
Shade Rack..... 45%
Upright..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades .....60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers'.....50&10%
Spray Pumps, Kohler's.
Daisy, net per doz.....$7.50
Mechanical, net per doz..... 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$18.00
No. 8, Fig. 326, 3½ in. Shallow Well Pump..... 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump..... 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 321, 3 inch Deep or Shallow Well Pump 15.00
No. 22, Fig. 323, 3 in. Deep Well Pump..... 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump..... 14.00
No. 80, Fig. 332, 3½ in. Shallow Well Pump 17.00
No 70, Fig. 333, 2½ in. Deep Well Pump..... 15 00
No. 72, Fig. 333, 3 in. Deep Well Pump..... 15.00
No. 108, Fig. 448, 3 inch Lift Pump..... 9.00
No. 108, Fig. 448, 3½ in. Lift Pump 11.00
No. 123, Fig. 510, 3 in. Lift Pump..... $7 00
No. 131, Fig. 510, 3½ in. Lift Pump 8 50
No. 265, Fig. 389, Windmill Pump..... 12.50
No 265, Fig. 403, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 28.00
No. 302, Fig. 477, Spray Pump, complete 11.50
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ansland.
No. 304, Fig. 518, Low Down Tank Force Pump .....net, 5.00
No. 320, Fig. 492, Bucket Spray Pump ..... net, 2 00

Punches—
Hemis & Call Co.'s:
Cast Steel Drive..... 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good.... .60@65%
Snell's Tinners'..... 40&5%

Rail—
Barn Door, Light, In. ⅛ ⅜ ¼
₩ 100 feet $1.40 1.85 2.60
Barn Door, "None Better" No. 1, ₩ foot..... 3¾c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c..... 70%
Carrier Steel Rail, ₩ foot.... ....4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18. .....3½c
Double Braced..... 3½c
Lane's:
O. N. T. 1 in.....net, $3.00
O. N. T. 1¼ in .....net, 3.75
Stowell's Wrought Steel 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 8½c
Sliding Door, Wrought Brass, 1¼ in.. ₩ lb, 36c..... 35@30%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor..... 80%
Anti-Clog Lawn 75%
Never Break Garden ....75&10%
Queen City Lawn 40%
Kohlers:
Net
Lawn Queen.....20, $3.45
" " 24, 3.60
Jumbo Lawn.....36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden 10th..... ... 2.21
" " 12th..... 2.40
" " 14th..... 2.64
" " 16th..... 2.88
Geneva Garden and Gravel..... ...70%
Geneva Weeldless Garden .....75&15%
*Toy Shank, Steel 70%
*Mall. Heavy Braced Curved .70&10%
*Mall Light Braced Straight .. 70&10%
*Mall. Heavy Sgl. Shank " ....70&10%
*Lawn, No. 1 .....70&10%
*Lawn, No. 2 ....70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp... .70&10%
See also Files.

Razors—
Electric .....List net
Boracic ....60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Wostenholm and Butcher, $10 00 to $..... .....10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903.
Black Japanned....
White Japanned....
Bronzed Finishes .. } 70 to 75%
Electro-Plated .....
Nickel Plated .....
White Porcelain 60%
Solid Brass and Bronze Metal.....50%

Revolving Chimney Tops—
Iwans' Volcaneo ....50&5%

Rifle Cleaners—
Bishops':
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs 60%
Hose with Burrs..... ..50&10@60%
IRON OR STEEL
New List, Jan. 8, 1904.
Tinners..... ..... 75%&5%
Miscellaneous.... ..... .75%&5%

Rivet Sets—
Regular List. 70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ doz. 1.00 .60 .75 .75 .90

Rope—
Cotton Rope, Best, ₩ lb
¾ inch and larger ... .18to25c
Medium .....16@18c
½ in. and larger.....
Common.....12@12c
Jute Rope:
A grade..... 6c
C grade.. ..... 5½c
Manila:
7-16 in. and larger..... .....11½c
⅜ in 12c
¼ and 5-16 in..... 12½c
Sisal:
7-16 in. and larger.... .....7½@9c
⅜ in ..... 8@9½c
¼ and 5-16 in ... . 8½@10c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory..... 35&10@35&10&5%
Lufkin's:
Steel..... .....50&10%
Lumber..... 60&10%
Miscellaneous, Stanley's. 50&10@50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing..... 50%
Laundry..... 40%
Sleeve 50%
Tourist..... ..... 50%
Toy 50%
Blacklock:
Plain Black in Cases ...₩ 100 lbs $2.75
Bronze Finished in Cases"..... 3.15
Aluminum Finish " " 2 95
Full Nickel " " 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. ...20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel. .....70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10@60%
Garnet Paper..... .....25%
Flint and Emery Paper. 50&10@60%

Sash Balances—
Caldwell Mfg. Co.....50%
Pullman .... 50&10@60%
Victor Bronze..... .....70%
Victor Steel 70%

Sash Chain—
Competition. ....50&10%
Giant..... ....40%
Monarch B. C Co..... ....70%
Pullman Bronze 70%
" Cop Steel.... .....70 & 10&10%
Royal Metal. .... 60&5%
Steel B. C. Co. ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 60%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives.... .....40%

Sash Cord—
Cable Laid Italian .....₩ lb 18@18c
Cable Laid Russia ..... ₩ lb 15c
Common India . ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India ..... ₩ lb 12½@ 3c
Silver Lake:
A Quality, Drab..... ₩ lb 40c
A Quality, White. ..... ₩ lb 45c
B Quality, Drab..... ₩ lb 35c
B Quality, White..... ₩ lb 30c

Sash Fasteners.
Ives "Crescent". 50%
Imperial 33⅓%
Sash Rollers 70%
Ives Casement Fasteners.... ... 40%
Champion 50%
Monitor, Steel..... ..... 25%
Shutter Sheaves. 60%
Window Screen Sash Lifts.... ...

Sash Locks—
Champion Meeting Rail. ... .50%
Champion Side..... ..... 60%
Ives' Patent:
Wrought Metal... ..... 55%
Cast Metal..... .....62½%
Window Ventilating Lock 60%
Pavson's Signal 80%
Pullman Pat. Ventilating..... 25%

Sash Weights—
Ton lots at factory... .... $28 00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co..... 25@25&5&10%
National Specialty Mfg. Co..... 30%

Saws—
Atkins:
Band 2 to 14 in. Wide 50
Band ½ to 3-16 in. Wide 6

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Miday, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00
℔ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....℔ doz. $6.00
Excelsior Saw Tools.....℔ doz 6.00
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....℔ doz. net $8.50
"Royal".....℔ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ℔ doz.....$4.75
Stillmans.....℔ doz. 1.00
Tairtors Positive $18.00 ℔ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....℔ doz. $2.00
Box, 2 Handle.....℔ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....℔ doz. $3.40 net
Ship, R. I. Tool Co.....

SIDEWALK—

Kohler's, Steel No. 7.....℔ doz. $2.50

Screens—

DOOR—

Phillips: ℔ dos.
¼ in., Style E, Fancy Screen Doors.....$10.50
¼-in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....60&5&2½%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....97½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ..℔ doz. $6.00 net
Electric Spiral No. 02 ..℔ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....60%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ℔ dos....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....35%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 23, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ℔ doz., 1 in., $3.00; 1¼, $3.50; 1½, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ℔ doz

Wadworth's:
Natural Finish, Grass.....
Polished Blade, Grass.....
Painted or Bronzed, Grass.....
Clipper, Grain.....
Weed and Bush.....
} 20%

Scythe Rifles.

3-Foot.....$10.00 ℔ gro.
4- " .....$12.00 " " } 40%

Scythe Stones.

No 1 Indian Pond....$7 00 ℔ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " "
Green Mountains... 6.00 " "
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "
} 40%

Seeders—

Raisin, Enterprise.....35@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ℔ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....℔ doz. $1.75; ℔ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 21x7, 26x8, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@66⅔%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&2%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%&2%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&5%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....50@60&10%

KNIVES AND FORKS NO. 12—

℔ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.5
Rogers & Hamilton.....3.5
Holmes & Edwards.....3.0

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—½, ⅝, and ¾ inch. ℔.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 65 " " " 80c

Steels—

Chatillon's "Dicks".....30%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....65@40%
Gardner.....75%&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....65%
Reece's New Screw Plates.....75&10%

PIPE MAKERS—

Holroyd & Co.....80&10%@90&10&5%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders—

Lane's.....60%
Myers' Noiseless.....40%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&5%
S. S. Cut Tacks.....90&5%
Carpet Tacks:
American, Blued.....90&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&50&5%
Bill Posters' and Railroad Tacks.
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&10&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....40&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ℔ dos.. net.....$5.00
Columbia, No. 2, ℔ dos., net.....90
Little Jack.....℔ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....40@40&10%
Steel.....35@5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓&5

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1 8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....80&20%
Pipe. 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Tap Wrench—

Rollis Hdw. Co. $6.00.....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ℔ 100.....net, $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....℔ doz. 1.25, ℔ gro. 12 00
Harper.....℔ doz. 1.40, ℔ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@7½&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 10%
Mouse, Wood, Choker, ℔ doz. holes, 9c

Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ℔ doz...$12.00
No. 3, Rat, ℔ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ℔ doz., $4.75; case of 72.....4.25
No. 4. Mouse, ℔ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ℔ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer. No. 1. ℔ gro., $15.00; No. 2, ℔ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ℔ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ℔ gro.....$ 9.00
" " 4, ℔ gro.....24.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%

C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mat. Hdl. Jap.....℔ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....30%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓&5

Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%

Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓&5%
Stephens.....30@33⅓&5%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....30&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....℔ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 80.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " ...67½%
Nos. 19 to 30 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 85&10@85&10%&10
Stub's Steel Wire.....$6.00 to £ 85⅓&5

Wire Clothes Lines—

see Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80&10%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. 1.35

Wire Rope—

Bright.....45
Cast Steel.....30%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....℔ doz. $1.50

Wrenches—

Agricultural.....80&5%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Machinists.....66⅔&5
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5&5 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 46c
Linseed, City, Boiled, in barrels, ℔ gal. 48c
Out of Town on Spot.....℔ gal. 45c
Calcutta, Raw, in barrels.....℔ gal. 65c
Lard, Prime City.....℔ gal.....56@58c
Lard, Extra, No. 1.....49@51c
Lard, No. 2.....36@38c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $19.00@$21.00
Barytes, American Floated, ℔ ton, $19.00@$20.00
Barytes, Crude.....℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7c
In lots of 500 lbs. and over...℔ lb. 6½c
White Lead, Eng., in Oil..℔ lb. 8½@9½c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....1¾@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....56@ 56½c
In machine bbls.....56½@ 57c

Dry Colors—

	℔ lb	
Blue, Chinese	30	@35 c
Blue, Prussian	28	@34 c
Blue, Ultramarine	5	@20 c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3½@ 7½	c
Umber, Turkey, burnt	2½@ 3½	c
Umber, Turkey, raw	2½@ 3½	c
Green, Chrome, Ordinary	5 @ 7	c
Green, Paris, in kegs	12½@14½	c
Indian Red, American	3 @ 4½	c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best	13	@15
Black Lampblack, common	8	@10 c
Blue, Chinese	35	@40 c
Blue, Prussian	33	@35 c
Blue, Ultramarine	14	@18 c
Sienna, burnt	11	@13 c
Sienna, raw	11	@13 c
Umber, burnt	11	@13 c
Umber, raw	10	@13 c
Brown, Vandyke	10	@13c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Alcohol Gas Stoves.
Glogau & Co., Chicago, Ill.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Animal Pokes.
American Fork and Hoe Co, Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
National Sewing Machine Co., Belvidere, Ill.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awls.
The H. H. Mayhew Co,, Shelburne Falls, Mass.

Axes and Edge Tools.
L. & I. J. White Co., Buffalo, N.Y.
Sargent & Co., New York.
Peck Edge Tool Co., Cohoes, N. Y.

Axle Oil.
The Frank Miller Co., New York.
C. L. Hathaway & Sons, Inc', Boston. Mass.

Babbitt Metal.
Magnolia Metal Co., New York.

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barn Paints.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures.
Buffalo Mfg. Co., Buffalo, N. Y.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Veorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bolt Clippers.
Wm. Schollhorn Co., New Haven, Conn.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blacksmiths' Vises.
John H Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Poughkeepsie, N. Y.

Bolt and Screw Cases.
J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel.
Griffin Mfg Co., Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Bottle Corkers.
Hugo Reisinger New York.

Bottle Stopper and Opener.
Taplin Mfg. Co., New Britain, Conn.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co., New York
Standard Metal Strap Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
The H. H. Mayhew Co, Shelburne Falls, Mass.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Brick Bonds.
The Metal Stamping Co. Niagara Falls, N. Y.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Brooders.
Reliable Incubator & Brooder Company, Quincy, Ill.

Builders' Hardware.
Brass Goods Mfg. Co., Brooklyn, N.Y.
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim, N. H.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Calipers.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carpenters' Tools.
Stanley Rule & Level Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Carpet Sweepers.
National Sweeper Co., Marion, Ind.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing.
Frank Miller Co., New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Sidewalk Tools.
W. H. Anderson & Sons, Inc., Detroit, Mich.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N. Y.

Chains.
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York.
Fuller Bros., New York.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels.
L. & I. J. White Co., Buffalo, N.Y.
W. H. Anderson & Sons, Detroit, Mich.
Thomson Drop Forge Co., Plantsville, Ct.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
L. & I. J. White Co., Buffalo, N. Y.

Clamps.
Batavia Clamp Co., Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
J. L. Taylor, Newark, N. J.

Cleavers.
John Chatillon & Sons, New York
Goodell Company, Antrim, N. H.
L. & I. J. White Co., Buffalo, N. Y

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars.
A. J. Phillips Co., Fenton, Mich.
Udell Works, Indianapolis, Ind.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N.
John H. Graham & Co., New York.
Sargent & Co., New York.

Coffee & Spice Mills.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Lane Brothers Co., Poughkeepsie N. Y.
Sargent & Co., New York and New Haven.

Coke Forks.
Geneva Tool Co., Geneva, O.

Cold Chisels & Punches.
W. H. Anderson & Sons, Inc., Detroit Mich.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Contractors Tools.
W. H. Anderson & Sons, Inc. Detroit Mich.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y

Copying Processes.
Felix H. Daus Duplicator Co., New York.

Corking Machines.
Hugo Reisinger, New York.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.

Corn Hooks.
Geneva Tool Co., Geneva, O.

Cotton Hoes.
Geneva Tool Co., Geneva, O.

Counterfeit Detectors.
Pelouse Scale & Mfg. Co., Chicago

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin.
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J

Cupboard Catches.
Champion Safety Lock Co., Geneva, Ohio.

Cupboard Turns.
Champion Safety Lock Co., Geneva, Ohio.

Curled Hair.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Curry Combs.
John H. Graham & Co., New York
The Metal Stamping Co., Niagara Falls, N. Y.

Cuspadors.
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket.
John Chatillon & Sons, New York
Cronk & Carrier Mfg. Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, Eng.

Cutlery, Table.
Alfred Field & Co., New York
Goodell Co., Antrim, N. H
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

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Cutters, Rod.
Chandler & Farquhar, Boston

Cutters, Wire.
Cronk & Carrier Mfg. Co., Elmira N. Y.

Cutting Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.

Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Dog Collars and Muzzles.
Alfred Field & Co., New York.

Door Checks and Springs.
Sargent & Co., New York.

Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls.
Griffin Mfg Co., Erie, Pa.
Champion Safety Lock Co., Geneva Ohio.

Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Drawing Knives.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench.
Chandler & Farquhar, Boston, Mass.
(See Twist Drills.)

Drills, Blacksmiths', Etc.
Sargent & Co., New York.

Dripping Pans.
The Bronson Walton Co., Cleveland, O

Drop Forgings.
Thomson Drop Forge Co., Plantsville, Ct.

Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.

Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa

Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.
Peck Edge Tool Co., Cohoes, N. Y.

Electric Bells and Supplies.
John H. Graham & Co., New York.

Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.

Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Paper and Cloth.
Baeder & Adamson Co., Phila. and New York.

Emery Wheels.
Pike Mfg Co., Pike Station, N. H.

Envelope and Stamp Lubricators.
Pelouze Scale & Mfg. Co., Chicago.

Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.

Export Agents.
John H Graham & Co., New York.

Face Marking Guage.
Mossberg Wrench Co, Central Falls, R. I.

Farm Fencing.
New Jersey Wire Cloth Co., Trenton and New York.

Farming Tools.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co, Geneva, O.

Faucets, Metal.
John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio
Stewart Iron Works Co., Cincinnati, Ohio

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I

Filters.
Buffalo Mfg. Co. Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
Naiad Filter Co., Boston, Mass.

Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers
Stowell Mfg. and Foundry Co. South Milwaukee, Wis.

Fire Pots.
Clayton & Lambert Mfg. Co, Detroit, Mich.

Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.

Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.

Flint Paper.
Baeder & Adamson Co., Phila. and New York.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Folding Tables.
Udell Works, Indianapolis, Ind.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.

Forgings (Automobile)
Thomson Drop Forge Co., Plantsville, Ct.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.

Forgings (Special)
Thomson Drop Forge Co., Plantsville, Ct.

Frame Pulleys.
Sargent & Co., New York.

Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Fuller Bros. & Co., New York.

Garden Hoes.
American Fork and Hoe Co, Cleveland, O.
Geneva Tool Co., Geneva, O.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garnet Paper.
Baeder & Adamson Co., Phila. and New York.

Gasoline Arc Lamps.
Standard Gas Lamp Co., Chicago, Ill.

Gasoline Lighting System.
Standard Gas Lamp Co., Chicago Ill.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges.
The H. H. Mayhew Co., Shelburne, Falls, Mass.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters.
The H. H. Mayhew Co., Shelburne Falls, Mass

Glass Water Coolers.
Mississippi Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co.,

Hack Saws.
E. C. Atkins & Co., Indianapolis and New York.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Hack Saw Blades.
E. C. Atkins & Co., Indianapolis and New York.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros. Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira.
Fred. F. Bischoff & Co, Chicago, Ills.
N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira. N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland Ohio.

Hangers, Parlor Door.
Fred. F. Bischoff & Co., Chicago, Ills.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wi
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.

Harness Dressing.
Frank Miller Co., New York, N. Y
C. L. Hauthaway & Sons, Inc., Boston. Mass.

Harness Oil Blacking.
C. L. Hauthaway & Sons, Inc., Boston, Mass.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa

Hatchets.
Peck Edge Tool Co., Cohoes, N. Y.

Hay Carrying Tools.
F. R. Myers & Bro., Ashland, Ohio.

Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Hay Fork Pulleys.
John C. Kupferle, St. Louis, Mo.

Header Forks.
Geneva Tool Co., Geneva, O.

Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.

Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping
American Shearer
N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Neponset, Boston Mass.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe.
F. R. Myers & Bro., Ashland, Ohio

Hose, Rubber.
F. R. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W H. Anderson & Sons, Inc., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wm. T. Wood & Co., Arlington Mass.

Incubators.
Reliable Incubator & Brooder Co., Quincy, Ill.

Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Stewart Iron Works Co., Cincinnati, Ohio.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
Stewart Iron Works Co., Cincinnati, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

"Japalac."
Glidden Varnish Co., Cleveland, O.

Job Lots.
Chas. Weiland, New York.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Lighting System, Gasoline.
Standard Gas Lamp Co., Chicago, Ill.

Liquid Fillers.
E. E. Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machine Knives.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
C. G. Folsom South Bend Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York
Specialty Mfg. Co. Indianapolis, Ind.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Mills, Coffee and Spice.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.

Nail Sets.
John H. Graham & Co., New York
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass
The H. H. Mayhew Co., Shelburne Falls, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste.
Geo. W. Huffman, Indianapolis, Ind. and New York.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
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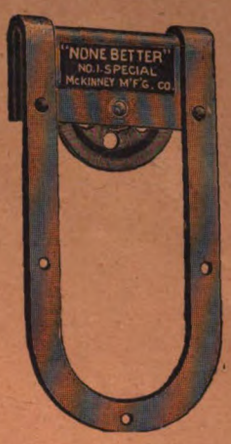
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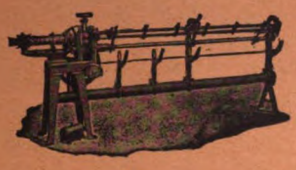
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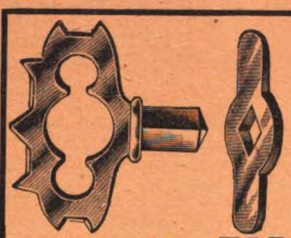


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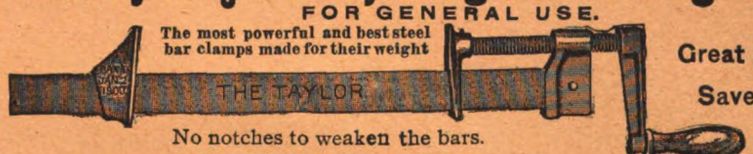
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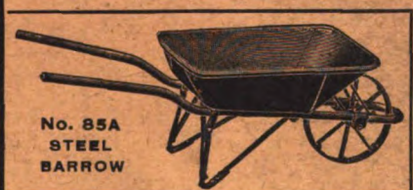
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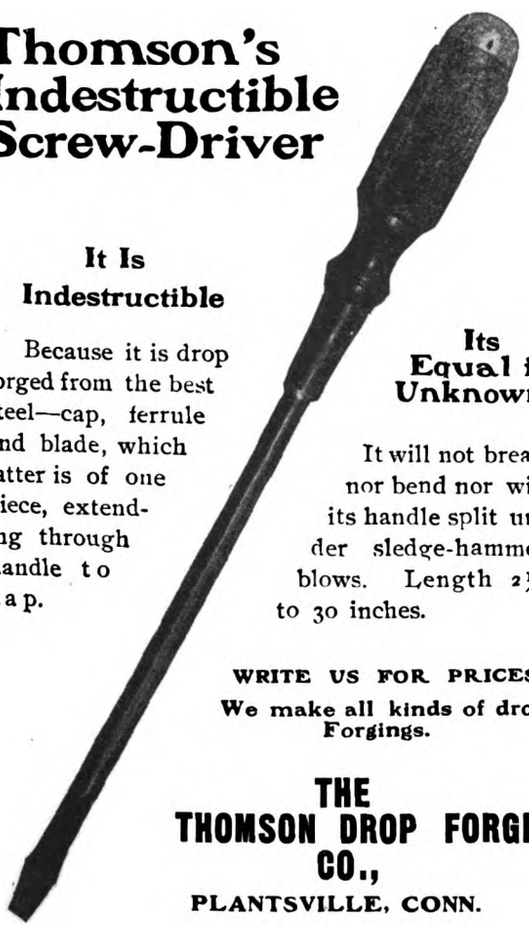
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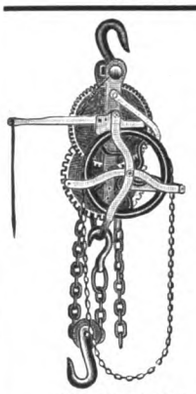
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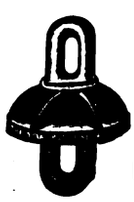
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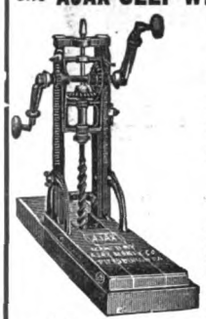
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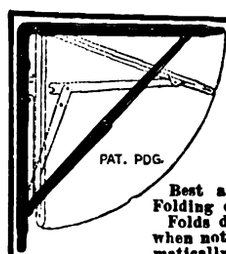
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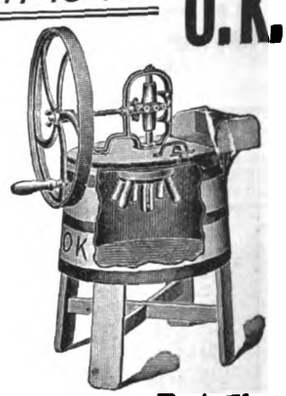
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BECAUSE

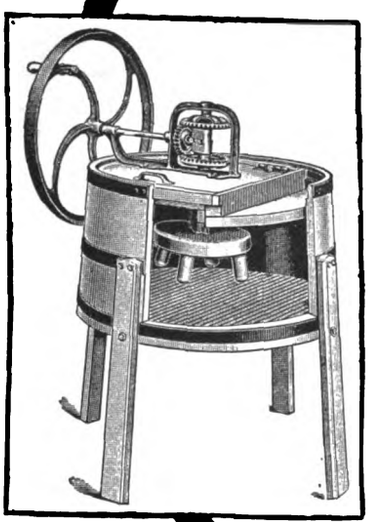
1.—It is the only Rotary washer that has Revolving Steel Ball Gearing, reducing the friction and thus making machine so light running and almost noiseless.
2.—The tub is made of Louisiana Red Cypress Lumber, cherry finish; the legs are solid with tub (not removable, breakable legs fastened with screws).
3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot soap-suds, and cleaning them without rubbing them to pieces.
4.—This washer is made by experienced mechanics, and will out-last any other washer on the market.
5.—The tub has a wringer box fastened with steel brackets.
6.—The lid on the tub closes tight, no escape of steam.

MANUFACTURED BY

H. F. BRAMMER MFG. CO.
DAVENPORT, IOWA.

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The Blackstone Rotary



Demands Attention by Deserving it.

None but the best material is put into it by skilled workmen which accounts for its ever increasing popularity as a washer.

For that very reason it has been, and always will be, a good seller.

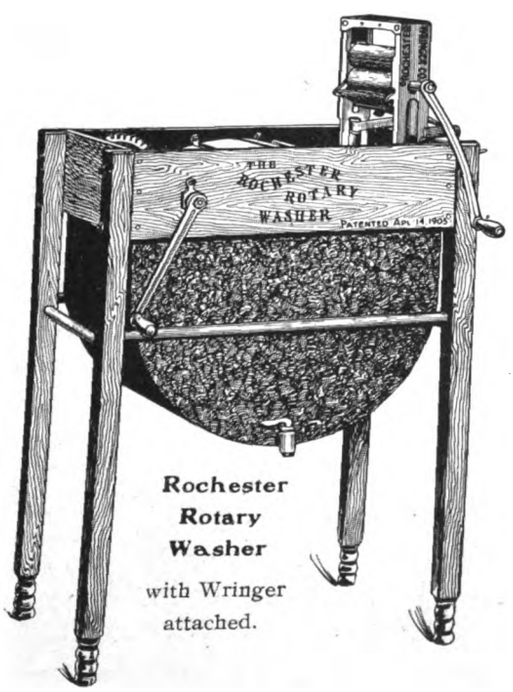
You miss an opportunity by not displaying it in your store.

You ought to have our catalogue and prices. It puts other washers in the shade when it comes to giving all-round satisfaction.

The Blackstone Mfg. Co.

Jamestown, N. Y.,
U. S. A.

400 Rochester Rotary Washers



Rochester Rotary Washer with Wringer attached.

Sold Last Year
In Rochester Alone

and each one still giving perfect satisfaction!

IT'S ALL IN THE DRUM

revolving within the Washer.

It will hold from 40-60 pieces, tumbling them round and washing them perfectly clean with the least possible labor and wear and tear on the clothes.

ORDERS ARE TESTIMONIALS

Let's send you our testimonial sheet with further particulars and prices.

We have a good proposition for Hardwaremen everywhere.

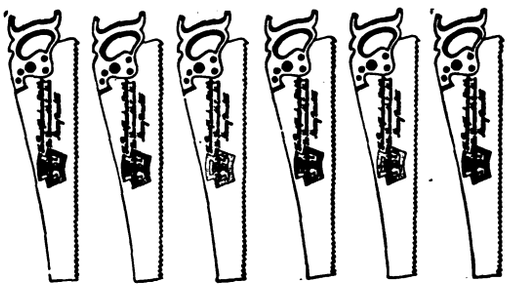
Mention HARDWARE when writing.

GEO. P. BORTLE, 10 Graves Street, Rochester, New York

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WE MANUFACTURE THE FINEST AND THE LARGEST LINE OF SAWS IN THE WORLD

DISSTON



THE BRAND THAT STANDS THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

Eagle Mop Wringers



SELL AND GIVE SATISFACTION BECAUSE WE MAKE THEM AS GOOD AS THE CHOICEST MATERIALS WILL PERMIT.

THE PAIL, OF WHITE CEDAR, COULD NOT BE IMPROVED.

THE ROLLS ARE OF HARD MAPLE, WITH STEEL AXLES, FITTED TO A NICETY.

ALL OTHER METAL PARTS BEST MALLEABLE IRON.

THEIR BEST FEATURE IS THEIR QUICK-SELLING QUALITY.

WRITE US OR YOUR JOBBER FOR PARTICULARS.



EAGLE COOPERAGE WORKS,

CIRCLEVILLE, OHIO



Voorhoes Rubber Mfg. Co.

JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

Catalogue and prices on application.

Chicago Store 175-177 Lake St.

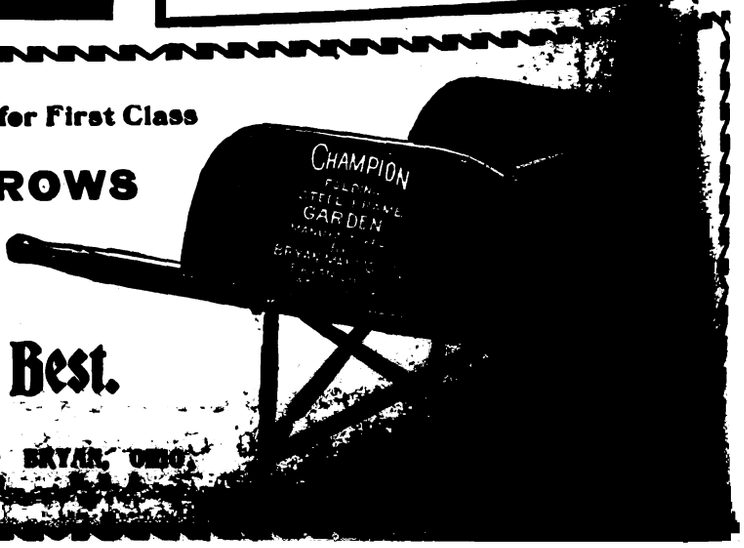
If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE ● ● ●

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.

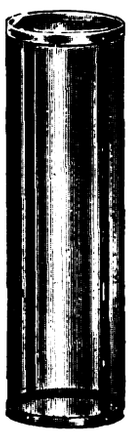


THE BRYAN MFG. CO., BRYAN, OHIO.

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MUNSELL MICALITE Mica Chimneys

for Incandescent Gas Lamps . . .



6, 7 and 8 inches long, of one, two, three or six pieces, excellent quality and at profit-bearing prices.

YOU OUGHT TO SEE

Our Mica Canopies

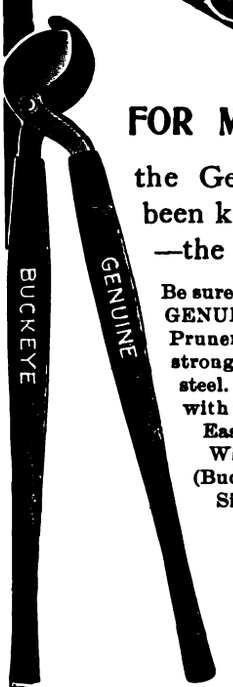
for Lamp Chimneys and Gas Globes. None give greater satisfaction—none sell so well.

We mine, import and manufacture **Everything in Mica** and sell our Standard Mica in assorted packages, of one—two—and three pounds, put up expressly for the Retail Trade.

Drop us a line about prices, mentioning HARDWARE.

Eugene Munsell & Co.
217 Water St., New York

GENUINE BUCKEYE PRUNER



FOR MORE THAN 30 YEARS

the Genuine Buckeye Pruner has been known as the standard pruner —the strongest and best made.

Be sure that you offer your customers the GENUINE BUCKEYE PRUNER. No other Pruner made can compare with it. It is strongly made, with blades of hand-forged steel. It is easy to operate. Grasp the limb with the hook, and cut towards you. Easier and better than the other way. When buying, see that our trade-mark (Buck's Head) is on the label. Size:—25-inch.

Write to-day for prices on a Sample Order

NOVELTY MFG. CO
JACKSON, MICH., U. S. A.

DRAWING KNIVES,

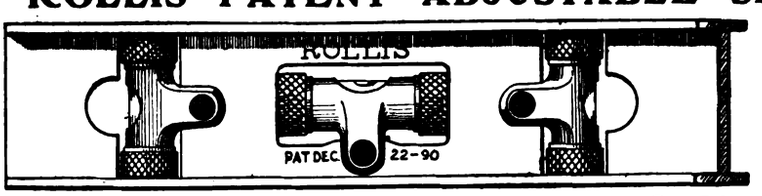
Shoe, Butcher and Kitchen Cutlery.
Carpenters' Drawing Knives,
Cigar Knives, Screw Drivers, &c.



Send for Illustrated Catalogue of Full Line.

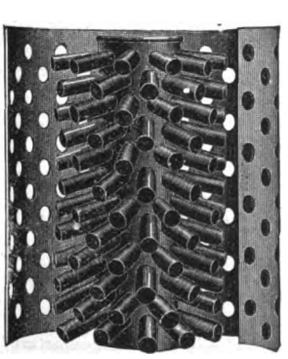
C. J. Kimball Co.
BENNINGTON, N. H.,
U. S. A.

ROLLIS PATENT ADJUSTABLE SHEET STEEL LEVEL



Excels all others in quick and accurate adjustment, and in durability, though lighter in weight than cast iron levels. They're easy sellers at a good profit Let's quote you prices.

ROLLIS HARDWARE CO., 105-107 Chambers Street, New York



4,866 sq. ins.

SAVE 1-2 YOUR FUEL

BY USING THE

ROCHESTER RADIATOR

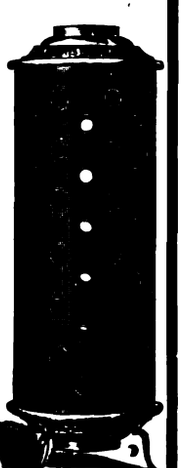
IT WILL DO IT

TAKE a common sense view of heating—if you wish to heat a poker you will hold it over the fire, not at the side. We hold 95 to 120 pokers or tubes over the fire, each having a hollow air space in centre through which a current of air rapidly passes, sending the heat to all parts of the room, getting much greater results than any **DRUM** or side heater can give.

Inquiries from your town in answer to our advertising in all the leading Magazines and Family Papers are referred to you when you carry our goods in stock. Thus we sell them to you and then sell them for you.

Over 100,000 of them in use.

Write for Descriptive Catalogue and Prices.



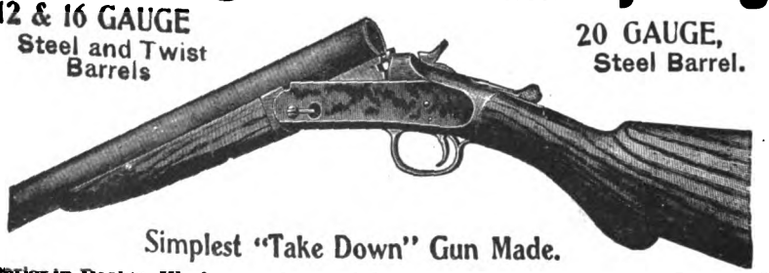
The Part that does the Business. **ROCHESTER RADIATOR COMPANY,** **150 Furnace St. Rochester, N. Y.**

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H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE Steel and Twist Barrels

20 GAUGE, Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,

Also makers of H. & R. Revolvers.

Catalog on Request. **WORCESTER, MASS.**

A RED HOT SELLER

GLOGAU'S Alcohol-Gas Stove



Solid Spun Brass and Nickel Plated. A boon for the Sick-Room, Camp, Travelers, Chafing Dish, Light Housekeeping or wherever gas is not available or desirable. **Makes its own gas, is portable, uses only 2 cents worth of alcohol in an hour. Burns odorless, wickless,** and weighs only 7½ ounces. It can not explode, and never gets out of order. The genuine is put up in a neat white carton, bearing the name "GLOGAU'S," and is NICKEL-PLATED. Accept no other.

Price $6.00 dozen, express paid.

Sample sent anywhere, express paid, on receipt of 70 cents.

H. W. GLOGAU & CO.

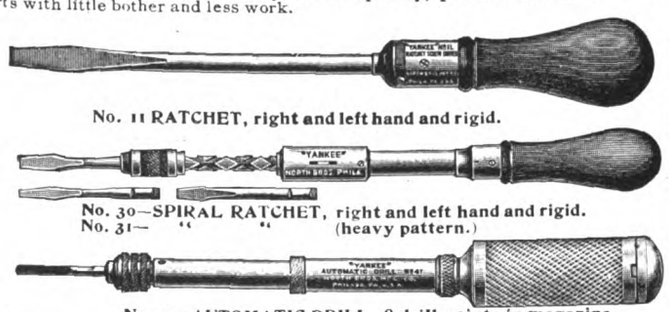
40 Dearborn St. **CHICAGO**



"Lightning" "Gem" "Blizzard"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

"Yankee" Tools.



No. 11 RATCHET, right and left hand and rigid.

No. 30—SPIRAL RATCHET, right and left hand and rigid.
No. 31— " " (heavy pattern.)

No. 41—AUTOMATIC DRILL, 8 drill points in magazine.

"YANKEE" TOOLS are the newest, cleverest and quickest selling tools of the kind so far offered to the trade. They are simple in construction, strong, durable, do not get out of order, work smoothly and quickly, wear well. They are accurately made of the best quality of materials, handsomely finished, thoroughly tested and guaranteed as to quality in every particular. Sold by leading jobbers of hardware.

NORTH BROS. MFG. Co., Philadelphia.

New York Agents, John H. Graham & Co., 113 Chambers St.

PATENTS

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H. B. WILLSON & CO. Patent Attorneys

817 F Street West. WASHINGTON, D.C.



The Niagara Combined Picket Pin and Swivel.—All steel, stiff, strong, light. A perfect turn around, a perfect swivel, a perfect hinge joint. Works freely, never rusts tight, never gets out of order, goes freely into all soils, has a firm hold on the ground. It is the best made. Free sample and quotation to jobbers only.

THE METAL STAMPING COMPANY
Niagara Falls, N. Y.

ESTABLISHED 1836.

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED,	Best Cutlery in the World.
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L. HUGONIOT TISSOT,	Best Pliers, Nippers, &c., in the World.
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W. K. & C. PEACE,	Best Lawn Scythes and Grass Hooks.
EDWARD GEM & CO.,	Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad **imported to order. Exporters** of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

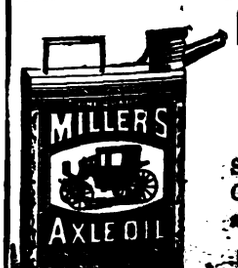
FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not [illegible]

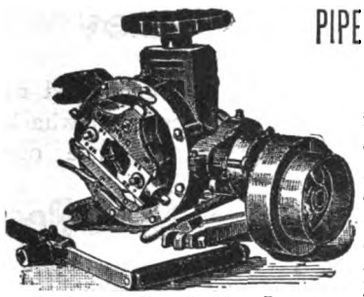
THE FRANK [illegible]
349 [illegible]

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ARMSTRONG'S

PIPE THREADING AND CUTTING OFF MACHINE

For hand or power.



No. 0. Threading Machine, Power

This machine has many points of superiority. It is light strong, compact and durable. Threads pipe from ⅛ to 2 inches. All gears and moving parts run in oil, in a dust and chip proof case. The Die Head will not wear loose as in other machines. The machine be can instantly changed from hand to power. Write for complete catalogue.

The ARMSTRONG MFG. CO.,

New York Office, 139 Centre St. BRIDGEPORT, CONN

AGENCY JOSEPH RODGERS & SONS, LTD.

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

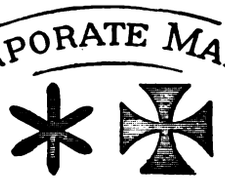
JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK



Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

Warren's Shelving

ONE OF THE LEADING

"Object Lessons"

AT THE

St. Louis World's Fair

62400

PEOPLE HAVE PASSED THROUGH AND INSPECTED

Warren's Model Hardware Store up to August 25th.

J. D. Warren Mfg. Co.

900 Masonic Temple

Chicago, Ill.

THE SCHWERDTLE STAMP CO.,

MANUFACTURERS

Notary, Lodge and Corporation Seals,

Send for Catalogue. BRIDGEPORT, CONN.

"Cheer Up and Seven Other Things"

By CHARLES AUSTIN BATES.

"Charles Austin Bates always wields a vigorous pen, but his latest work "Cheer Up and Seven Other Things," contains eight of the most stirring business talks that have ever appeared over his name.

The titles "Cheer Up," "Making A Front," "Making Good," "Other Peoples Brains," "The Ill Fortunes of Brother Bill," "Things That Can't Be Done," "And All Is Advertising," and "How Shall A Young Man Succeed?" indicate the nature of the book. Rugged, straight-from-the-shoulder common sense is the keynote, yet the vein of humor running through every page makes it wonderfully entertaining.

The head of the firm can read "Cheer Up" with much profit, and every young business man who wants to make his mark will find the book worth many times the price.

"A small volume packed with sharp edged chunks of wisdom. Mr. Bates is an expert writer on advertising and what he does not know about the right way and the wrong way of advertising so as to attract public attention is hardly worth knowing.

"His bright little essays in the volume are all on the subject of advertising or business hints, and business men can hardly fail to profit while being entertained by reading them. Other people will also enjoy the little book for its practical wisdom and the cheerful spirit pervading its pages."—*The Cleveland Plaindealer.*

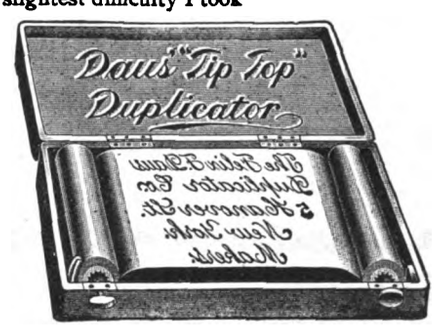
"In his own way Mr. Bates has the same kind of shrewd humor that made the "Letters From a Self-Made Merchant" so popular, and a good deal of the common sense business morality that marked the equally popular "Letter to Garcia." There are fun and snap in this little book."—*The Outlook*, New York.

Pleased with "Tip-Top"

NEW DORCHESTER, MASS., Aug. 29, 1903.
THE FELIX H. DAUS DUPLICATOR CO.,
111 JOHN ST., N. Y.

"GENTLEMEN:—

"Your Duplicator came to hand promptly, and I made my first trial of it yesterday. It far exceeded my expectations. Without the slightest difficulty I took



"224 Legible Copies"

and stopped because my paper gave out. In proof of this I send you Nos. 100, 125, 150, 175, 200, and 224. At my second trial I ought to do better. When you say 100 to 150 copies may be made, you are the most conservative advertiser."

Yours sincerely,
(Sig.) D. O. S. LOWELL.

Felix H. Daus Duplicator Co.

DAUS BLDG., 111 JOHN ST., NEW YORK, U. S. A.

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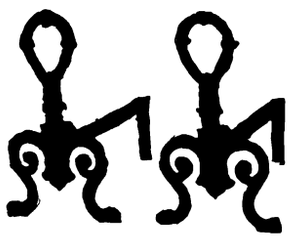
Andirons

From

BLACKLOCK FOUNDRY

are

Unequalled for Durability.



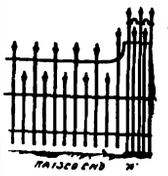


Each set has Wrought Iron Dead Black Finish.

As lively sellers they are unsurpassed. Let's give you further information about them.

BLACKLOCK FOUNDRY,

SOUTH PITTSBURGH, TENN., U. S. A.



PRISON, HOUSE AND STABLE WORK.

Joist Hangers; Lawn Furniture; Fencing, etc.

VAN DORN IRON WORKS CO.,

CLEVELAND, OHIO.

You take no risk on the quality. We make only the best.



Sand Papers in **Reams and Rolls**

- Flint Paper
- Garnet Paper
- Emery Paper
- Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.

730 MARKET STREET, PHILADELPHIA.
97 BEEKMAN STREET, NEW YORK.
140 MILK STREET, BOSTON.
189 LAKE STREET, CHICAGO.

ADAM'S STEEL & WIRE WORKS,

Wire Fencing, Ornamental Steel Fencing, Window Guards, Wire Signs, Jail Work, etc.



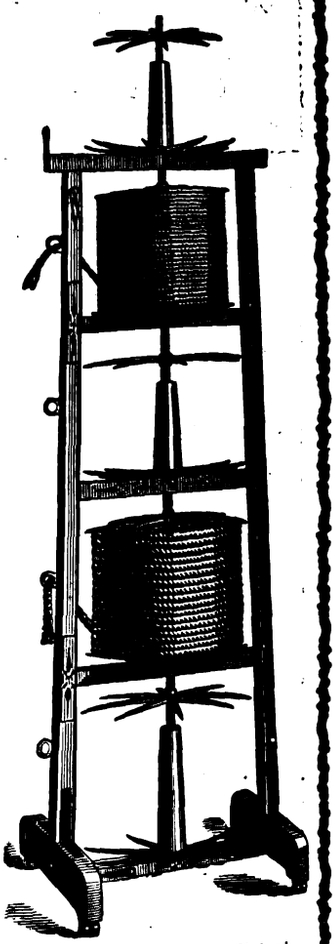
Send for Catalogue.

W. J. ADAM, JOLIET, ILLINOIS.

Unbelievers

are being converted as fast as we can get a whack at them to use our

Patent Rope Reel



EVERY HARDWARE MAN, handling rope, needs it.

No recoiling necessary. Rope is placed upon spools in the shape the coils come. Made of best material, nicely finished and varnished.

The **Udell Works**

Indianapolis, Ind.

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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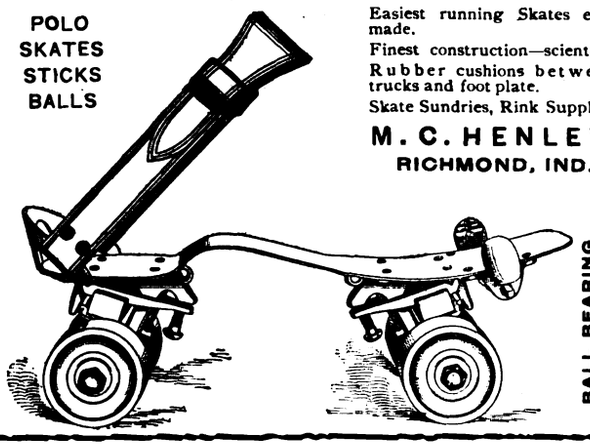
Henley Roller Skates

Most Durable, Practical, Economical Rink Skates on the Market.

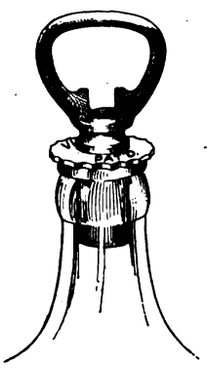
POLO
SKATES
STICKS
BALLS

Easiest running Skates ever made.
Finest construction—scientific.
Rubber cushions between trucks and foot plate.
Skate Sundries, Rink Supplies.

M. C. HENLEY,
RICHMOND, IND.



BALL BEARING
NOISELESS
ROLLER SKATES



A HAPPY COMBINATION

of two tools in one is found in

The Victor Bottle Stopper and Opener

Opens most any capped bottle or makes it absolutely air-tight.
For durability and simplicity it is positively unrivalled.
Sample and prices sent on request.

TAPLIN MFG. CO.
New Britain, Conn.

FRYING-PAN CLOCKS



A Unique Novelty, Ornamental as well as Useful. Comes in two sizes—10 in. with raised brass figures, and 6 in. with painted gold figures. May be fitted with one-day or eight-day movement. A bow of ribbon adds to its attractiveness, and we can furnish any color desired. *Also Panel, Program, 60-day, Calendar, Electric and Synchronized Clocks,* Watchman's Clocks and Paper Dials of all kinds. Send for Catalogue No. 584. **The Prentiss Clock Improvement Co., Dept. 58, 49 Dey St., N.Y.City**



STURDY CHICKS

are hatched without worry or disappointment in a Reliable Incubator. It's a simple affair—practically runs itself—needs little attention. Automatic in heating and regulating devices. What's the use of wasting time and money with questionable incubators?

Reliable Incubators

insure the eggs from chilling—give steady, even temperature—hatch greatest per cent of fertile eggs and no moisture. Let us tell you more about this incubator—ask us questions—send 10c (to pay for postage) for catalog full of necessary information.

Reliable Incubator & Brooder Co., Box 239 ,Quincy, Ill.

Vrooman PATENT SANITARY Sink Strainer

"THE FAMOUS ONE"

KEEPS SINK CLEAN



Housekeepers Love It
Highly Appreciate It
Invariably Recommend It

IT'S A LEADER
VERY POPULAR

With the ladies.
Always preferred, as

IT HAS NO EQUAL
IT'S A WORKER

IN the store it sells itself.
IN the sink it sells a hundred others.

It can be used in any Sink with Stand

Ask Your Jobber for Vrooman Strainer and Stand

F. H. & E. B. Vrooman

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You Overlook A Good Thing

when you neglect to investigate the selling merits of

DAVISON'S MINIATURE TOOLS



They are perfect reproductions in miniature of mechanics' tools, drop-forged.

Sold on consignment 25 cents each; $2.00 per dozen.

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is made by a process which is a combination of the **OLD STYLE** IF and the **NEW METHOD.** The coating being in strict compliance with the requirements of the **U. S. NAVY DEPARTMENT** is the most durable.

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THE U. S. GOVERNMENT EXECUTIVE OFFICES
ARE ROOFED WITH
U. S. EAGLE PLATES
MANUFACTURED BY
AMERICAN SHEET & TIN PLATE CO.,
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FOR SALE BY ALL FIRST-CLASS METAL DEALERS.

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Sign at these Fairs

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Get an attractive Souvenir and satisfy yourself that our goods are the best on the market.

Stowell Mfg. & Fdry. Co.
South Milwaukee, Wis.



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why ***The Glass Valve Takes Competition Off Its Feet.***



THE MYERS STAY-ON AND PUMPS, HAY TOOLS DOOR HANGERS
MEET ALL REQUIREMENTS.
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RIVETS AND WIRE NAILS.



C. C. & E. P. TOWNSEND,
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Window Screens, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.

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For Lubricating, Cleaning, Preventing Rust and Polishing

GUNS, BICYCLES, SEWING MACHINES, TYPEWRITERS, LAWN MOWERS, MECHANICS' TOOLS, ETC.



REDUCED CUT.

It is a sure RUST PREVENTIVE in all climates.

It LUBRICATES—never gums, thickens or turns rancid.

It CLEANS, and keeps clean delicate machinery.

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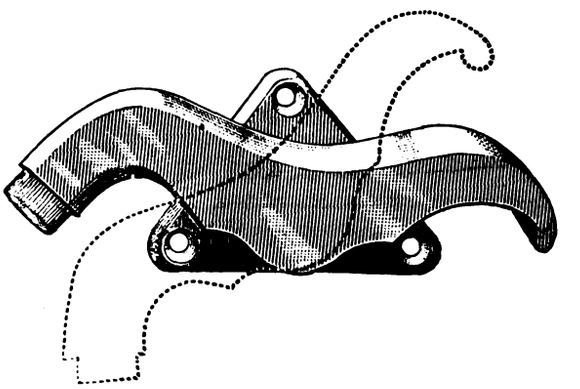
14 Thavies Inn, Holborn Circus, London, E. C., Eng.
128 California St., San Francisco, Cal.
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Among Door Holders

The Empire Door Holder Improved

is first in the field, and first in the favor of users everywhere, simply because it gives 50% greater pressure on the floor than any other make.

Strong enough for the heaviest door.



Just a trial and—a just trial—in the way of an order will prove it. Have you our Catalog? You cannot afford to be without it.

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Among Edge Tools none have been so long on the market and occupied first rank for quality and general excellence as



White's Edge Tools.

They have stood the severest tests for nearly three-quarters of a century.

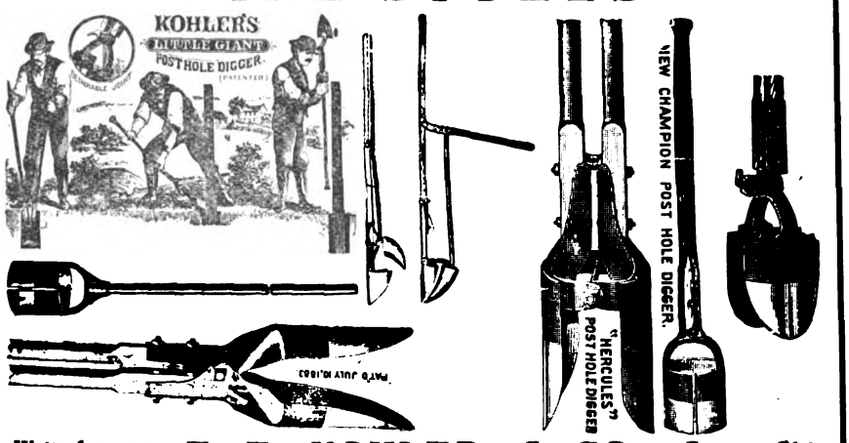
To-day their superiority over other makes remains unquestioned.

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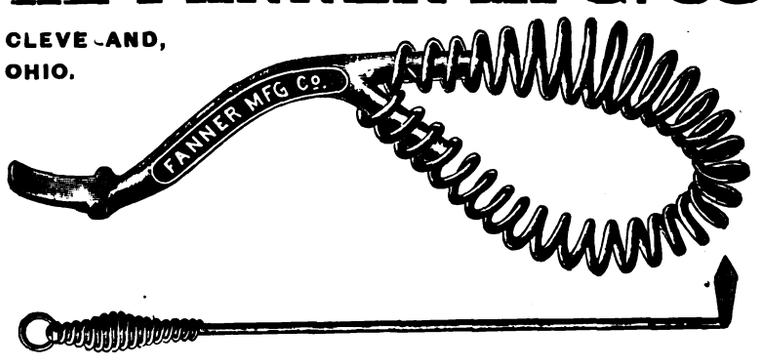
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NINE STYLES



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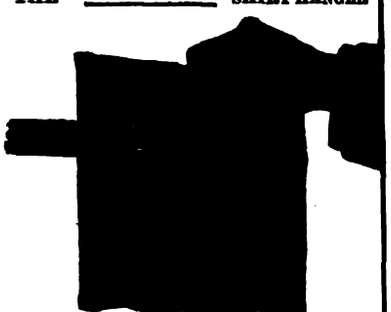
BOARDMAN'S
SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT
TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE
ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.

THE FANNER MFG. CO.,
CLEVELAND, OHIO.



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

THIS IS THE **"PULLMAN"** TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y.

"ENTERPRISE"
Sausage Stuffer and Lard Press

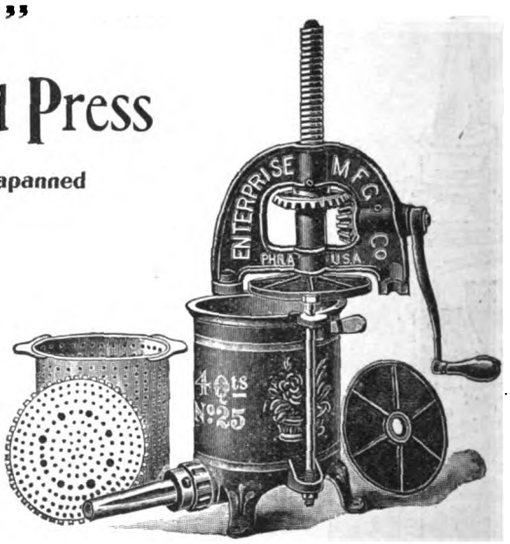
Made in 8 Sizes and Styles TINNED or Japanned

Each Iron Cylinder is Bored True

so that when Stuffing all the material must pass through the Spout

The Lips on the Tin Cylinder

in pressing lard, prevent burning of hands when the Cylinder is taken out for purpose of removing the Hot Cracklings



No. 25, - - $5.50

The New Patented Spout

furnished with each Stuffer is Corrugated, which prevents air entering the Casing, thus assuring the preservation of Sausages

Order from your Jobber **Send for Descriptive Catalogue**

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Before placing your Fall orders for Axle Grease it behooves you to consider that the best is none too good for your trade—none other than



Frazer's Axle Grease

It is the standard by which other kinds are adjudged good, bad or indifferent.

The U. S. Government uses it—why shouldn't you? Think it over.

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Wear and Tear

in Horse Nails has been reduced to a minimum in

The New Putnam Horse Nails.

WHY? Because they are made by a newly patented process which increases the natural strength of the iron.

The Highest Test

for tensil strength, elongation and elastic limit was stood by The New Putnam Horse Nails.

Wherever tried they have given entire satisfaction.

They will sell and stay sold. **We have a Special offer.** Write us.

Putnam Nail Co.

Neponset, Boston,

Mass.

The Folsom Steel Range



The Handsomest Range Ever Offered Trade

And one that you can depend upon to satisfy the most exacting of your customers.

It is graceful in design with sufficient nickeling to give it a handsome appearance.

The best grades of steel and **new** cast iron **only** are used in its construction, preventing warping, cracking or burning of Top, Covers or Centers.

It is equipped with extra large Oven, Reservoir (Copper lined) and Closet.

The Flues are so constructed as to give uniform temperature throughout the oven, insuring perfect baking and roasting. The Fire Box is lined with our improved corrugated iron lining and fitted with extension for burning extra long firewood. The Duplex Grate is adapted for burning hard or soft coal, coke or wood.

We want a progressive Hardware Dealer in every town to handle our Ranges.

C. G. Folsom Mfg Co.

South Bend, Ind.

You Can Secure Them

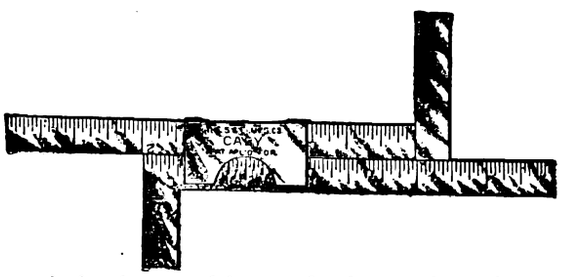
if you write us at once for further particulars, prices, etc.

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POCKET CALIPERS

One of the most useful tools on the market. With it diameter and thickness of material and depth of holes can be determined, and fractions of an inch measured. Can also be used as a square, and many other ways.



3 inches long, and has graduations on both sides.

A LOW PRICED CALIPER For

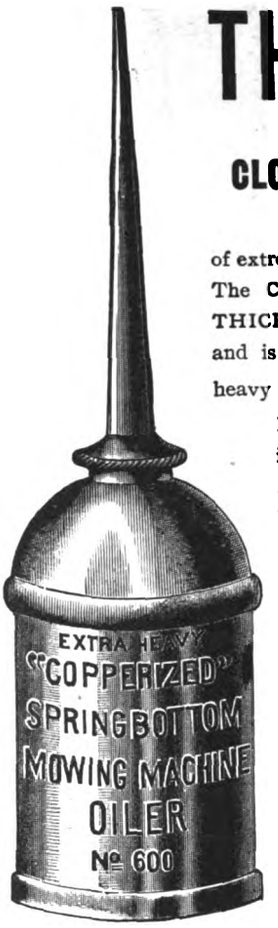
The Mechanic, Professional Man or for General Use.

MANUFACTURED BY

THE SMITH & EGGE MFG CO

BRIDGEPORT, CONN

WRITE FOR CATALOGUE NO 5



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

STARRETT TOOLS

are preferred — demanded — by mechanics, especially by the best ones.

That's one reason why they should be regularly carried in stock by dealers, especially the best ones.

That's one reason why they have been selling them for years.

Our care and skill and progressiveness make business good for the dealer.

Do YOU sell Starrett Tools?

Ask for Catalogue No. 17 T

THE L. S. STARRETT CO.

ATHOL, MASS., U. S. A.



WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

The Stover Mfg. Co., Freeport, Ill., has appealed from a recent decision of Judge Kehlsaat of the United States Circuit Court, in their suit with the Arcade Mfg. Co., of the same address, for infringement on a mop. They have carried the case to the United States Court of Appeals.

NATIONAL HARDWARE ASSOCIATION.

The following houses have affiliated with the association since the last meeting in November, 1903:
Bronson & Townsend Company, New Haven, Conn.
Norvell-Shapleigh Hardware Company, St. Louis, Mo.
Fletcher Hardware Company, Detroit, Mich.
Marshall-Wells Hardware Company, Duluth, Minn.
Freman, King & Co., Ithaca, N. Y.
Kruse Hardware Company, Cincinnati, Ohio.
Benedict, Warren & Davidson, Memphis, Tenn.
Wm. Henry & R. E. Bell Hardware Co., Ft. Worth, Texas.
Bering & Cortes Hardware Company, Houston, Texas.
Ed. A. Hughes & Co., Abilene, Texas.
Nash Hardware Company, Ft. Worth, Texas.
Peden Iron & Steel Company, Houston, Texas.

F. A. BLACK MFG. COMPANY.

The F. A. Black Mfg. Company has been organized at Scottdale, Pa., and has purchased the business of the La Belle Cutlery Company, which F. A. Black has been operating in Allegheny, Pa., for the past six years. The company will erect a new plant at Scottdale, the main building of which will be 75x100 feet in size. The lower floor of the main building will be used for making material and the upper floor for finishing. A second building, two stories high and 45x114 feet, will contain the forge shops, where the blades will be made. The new company will manufacture fine Cutlery and expects to have its plant in operation before January 1. The officers of the company are: F. A. Black, president; Arthur B. Loucks, vice-president; Ralph Loucks, secretary-treasurer, and M. S. Loucks, J. P. Owens, A. J. Geyer and T. W. Porter, directors.

STOWELL MANUFACTURING & FOUNDRY CO.

The Stowell Manufacturing & Foundry Co., of Milwaukee, Wis., has absorbed the Midland Iron Works, of Racine, manufacturers of Wilbern Patent Adjustable Door Hangers. The Midland Iron Works manufactured a complete line of adjustable hangers for barn and factory doors, railway freight house doors, fire door hangers and fixtures and other specialties. R. A. Nourse, secretary of the Midland Iron Works, will be sales manager for the Stowell Manufacturing & Foundry Co. The Stowell Co. have nearly completed their modern office building and are entering upon a progressive campaign on their line of Hay Tools, Barn and Parlor Door Hangers and Side Wall Registers.

CANADIAN WHOLESALE HARDWARE ASSOCIATION SIXTH ANNUAL CONVENTION.

The Sixth Annual Convention of the Canadian Wholesale Hardware Association was held at the Windsor Hotel, Montreal, Canada, on September 7th and 8th, and was a great success. The election of officers resulted as follows:

President—John Bowman, of John Bowman Hardware & Coal Co., London.

Vice-President—Thos. Birkett, M. P., of Thos. Birkett & Sons Co., Ottawa.

Secretary-Treasurer—James Hardy, of Jenkins & Hardy.

Executive Committee—A. Jeannotte, of L. H. Hebert, Montreal; A. Letang, of Letang Hardware Co., Montreal; Gordon Seybold, of the Selhold, Sons Co., Montreal; Victor Lemieux, of N. Lemieux & Fils, Quebec; C. A. Whitwam, the Hobbs Hardware Co., London; Past President Wm. Vallance, of Wood, Vallance & Co., Hamilton; Past President T. H. Newman, Caverhill, Learmont & Co., Montreal; Past President W. Stark, Stark Hardware Co., Montreal; Past President T. B. Lee, Rice, Lewis & Son, Toronto; Past President F. O. Lewis, Lewis Bros. & Co., Montreal; Secretary-Treasurer James Hardy.

This was followed by a banquet, which was held in the Canada Board of Trade Building, which was an unqualified success. Among the guests invited, the following were included from the United States: Samuel A. Bigelow, Bigelow & Dowse, Boston; John C. Koch, John Pritzlaff Hardware Co., Milwaukee; Brace Hayden, Dunham, Carrigan & Hayden Co., San Francisco; T. James Fernley, Philadelphia; J. A. Farrell, U. S. Steel Products Export Co., New York.

DEATH OF SEYMOUR SMITH.

Seymour Smith, of the firm of Seymour Smith & Son, Oakville, Conn., died on September 6th at his residence in the ninetieth year of his age. During the last ten years of his life he suffered from paralysis, and was able to go about the house only in a wheel chair. He was born at South Springfield, Vt., March 29th, 1815, but most of his early life was spent at Uxbridge, Mass., where, at the age of 20, he was employed at the Capron Woolen Mills. In 1840, at the age of 25, he accepted the position of superintendent of the cotton mills at Rogersonville, Mass. About ten years later Mr. Smith removed to Worcester and there started manufacturing light Hardware articles with Daniel Boxton. A few years later he moved the business to Sharon, Conn., and in 1867 he located in Oakville, where he continued his manufacturing enterprise. Some years afterward his son was taken into partnership under the style familiar to the trade. Mr. Smith enjoyed good health until a few weeks ago, and for many years had the satisfaction of seeing the business he had established successfully conducted by his son and grandson.

DEATH OF EDWARD K. TRYON, JR.

Edward K. Tryon, Jr., head of the long-established sporting goods house of Edward K. Tryon, Jr. & Company, died on September 20, in his home at 1931 Race Street, from the effects of a paralytic stroke two weeks ago. He was born in Philadelphia 60 years ago. At an early age he entered the Tryon sporting goods house, which was established in 1811, and at that time conducted by his father, in Sixth Street, above Market Street. He had been in that business ever since. When his father retired many years ago he became the head of the firm. He was active in philanthropic work and was a generous contributor to the Home Missionary Society. He was a member of the Trades League, and also of the First Unitarian Church, in Chestnut Street, near Twenty-second. He is survived by his wife and two children.

DEATH OF ALLEN BOUCHER.

Allen Boucher, secretary and treasurer of the Caldwell Mfg. Co., Rochester, N. Y., died at his home in that city September 13th, after an illness of three weeks. Mr. Boucher was born in North East, Dutchess Co., N. Y., in 1850, and was a brother of James H. Boucher of Mathews & Boucher of Rochester. Allen Boucher went to the latter city in 1883 as an employee of Hamilton & Mathews, the predecessors of Mathews & Boucher. He remained with them about six years as cashier, and then became identified with the Caldwell Mfg. Co., where his Hardware knowledge enabled him to take an active part in successfully establishing the business. Mr. Boucher was held in high esteem by the entire trade for the integrity of his character, his genial qualities and business capacity.

MARSHALL & BRUCE WILL PRINT GRAY & DUDLEY CATALOGUE.

The Gray & Dudley Hardware Company has awarded to the Marshall & Bruce Company, of Nashville, the contract for printing their main and supplemental catalogues.

The significance of this capture by a Nashville house of this contract will be more fully appreciated by well-wishers of home industries and by the general public when it is understood that this great Hardware company to properly set forth the enormous stock carried by its various houses located there and elsewhere will require 3,000 of the main catalogues, each containing 1,500 pages, and 10,000 cuts, and ten supplemental catalogues, containing from 24 to 324 pages each, for use by the different houses and by the traveling men. The main catalogue will be a handsomely bound book, and will be used in connection with the supplemental cuts in supplying gratuitously the patrons of the house.

To have secured such a contract not only with very strong home competition, but in the face of close bids from prominent houses in Chicago and other large cities of the Northwest and East, is quite a triumph, and demonstrates very clearly the perfect ability of this great printing firm to easily handle the largest of orders, requiring the utmost care and skill. The handling of a contract of this kind, the execution of the work in the particular manner required and delivering the goods within the short time stipulated, can only be done by a house equipped with the most modern machinery, specially adapted in every way to meet the requirements of the work.

Evidences, such as these afford, of the prosperous condition of great local houses are indeed cause for congratulation.

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HARDWARE

VOL. XXVIII. SEPTEMBER 25, 1904. NO. 12

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

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Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

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809 Broadway New York.
TELEPHONE, 2704 FRANKLIN
CHICAGO OFFICE: 1164 Monadnock Block
Telephone: 2945 Harrison
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L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. EUGENE BOLLES, - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The conditions are considered unfavorable for a large trade this Fall, and those who are optimistic enough to look for it will doubtless be disappointed. The markets for raw materials are by no means steady, and heavy buyers are anxious to see some stability in prices and a market promising less fluctuations, before they feel safe in buying their supplies. And yet it is considered better for the trade at large that the quotations should be modified, so that they are nominally near the actual price at which the material is being sold and do not represent a fictitious basis of value to unsettle the market. The dealers have been holding orders back until they feel safe in buying and this conservatism in buying is warranted by the general distrust which has permeated the markets, and the fact that lower quotations in materials did not always affect the prices of the manufactured products.

The Hardware trade in general has known little change in quotations, with the exception of some slight concession to induce an order to keep the wheels moving at the factory, or move an output that was becoming a source of anxiety. But this was not always obtainable, and the failure to get a slight concession when it seemed the natural thing to do, has made the market stronger than ever.

The political conditions, which of themselves create a feeling of doubt and uncertainty, have had an effect to cause a conservatism in buying natural enough under the circumstances and difficult to overcome; but goods have got to be ordered in some volume to meet the demands of current trade, and business has begun to show signs of activity, which bids fair to improve as it advances, and a greater degree of satisfaction is the result.

In Builders' Hardware, a more general movement is noticed and as strikes in the building trades are growing few and far between as Winter approaches, the trend of the demand is sufficiently encouraging to merit approval. On the whole, the trade is growing more active as the season advances, and while the assortment of Builders' Hardware is considered in good condition, it should be in full stocks to meet any demand that may be made upon it.

A good fair trade may be expected from the necessities of Winter, and the current demand for such goods must be met with stocks on hand sufficient to secure and properly fill the early orders. The Harvest is nearly over, and the wheat crop, even if its value is lessened by the rust discovered in some sections, the remainder is in consequence made more valuable on this account, and general conditions of prosperity will follow.

RELATIVE GROWTH OF MANUFACTURES.

The increase in exports of manufactures from the United States during the past year, and especially in recent months, has suggested the preparation of some data by the Department of Commerce and Labor through its Bureau of Statistics regarding the exportation of manufactures from the various countries of the world, and the relative growth in such exports. The value of manufactures exported from the United States in the year just ended exceeds that of any previous year, and during the months of May, June, and July manufactures for the first time in the history of the country exceeded agricultural products in the export trade of the country.

This fact has led the Bureau of Statistics to this study of the relative growth of manufactures in the principal countries of the world which supply the 4 billion dollars' worth of manufactures which enter into the international commerce of the world. The chief countries exporting manufactures at the present time are the United Kingdom, Germany, France, and the United States. These four countries supply about three-fourths of the manufactures entering the international markets of the world, the total exports of manufactures from these countries being, in round terms, 3 billion dollars and the total value of manufactures entering the world's international markets being about 4 billion dollars. A study, however, of the relative growth of manufactures and of exportation of manufactures in these four countries indicates that the United States is making more rapid gains than any other of the group.

The relative growth in the exportation of manufactures is equally striking in its showing of the relative gains made by these four principal manufacturing countries in their supply of the world's market for manufactures. The accompanying table shows the value of manufactures exported from the United Kingdom, Germany, France, and the United States, respectively, in 1880 and the latest available year. It will be seen that the exports of manufactures from the United Kingdom grew from $964,540,000 in 1880 to $1,142,595,000 in 1903, an increase of 18.46 per cent.; France, a growth from $339,186,000 in 1880 to $405,794,000 in 1903, a gain of 19.64 per cent.; Germany, an increase from $460,279,000 in 1880 to $780,926,000 in 1903, an increase of 69.66 per cent.; while the United States shows a growth from $102,856,015 in 1880 to $452,445,629 in 1904, an increase of 339.85 per cent. Not only has the percentage of increase by the United States been greater than any of the other countries named but the actual gain has also been greater. The increase in exports of manufactures from France during the period named has been $66,608,000; from the United Kingdom, $178,055,000; from Germany, $320,647,000; and from the United States, $349,589,614.

Exports of domestic manufactures from the United Kingdom, the United States, Germany, and France, respectively, 1880 to 1903:

Countries.	1880.	1903.	Increase. Total.	Per cent.
United Kingdom.	$964,540,000	$1,142,595,000	$178,055,000	18.46
United States....	102,856,015	*a* 452,445,629	349.589.614	339.85
Germany	460,279,000	780,926.000	320,647.000	69.66
France	339,186,000	405.794,000	66,608.000	19.64

a Fiscal year 1904.

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THE PART THE CREDIT MAN PLAYS.

Every business house is like a stage. In a small establishment one man plays many parts, but in a large concern each one has his particular part to play, and the success of the house depends largely upon how well each plays his part. To the debtor, the credit man is the villain in the play or the meanest man in the house. The salesman is the one who makes himself generally agreeable to the trade, tries to win their confidence and secure their orders. He plays his cards to win their friendship. On the other hand, the one looking after credits must look at all questions without sentiment or prejudice, simply taking what cold facts he can gather and weigh them, and then decide accordingly. To the outside world this may seem easy, but we, who have this to do, know how difficult are these decisions. For instance, a traveler sends in an order for a new customer. The report we have is rather favorable. He is a new man, and his success is not yet assured. He has never, perhaps, been in business before, and upon the action taken with this order depends this man's future business. The salesman says he is a nice fellow from all he can learn, and thinks he will surely succeed. Not only are we obliged to know this would-be customer, but we must also know our salesman thoroughly, and make due allowance for the information he gives us. Not that he would misrepresent facts, but he may be one of those optimistic salesmen who thinks every one is all right. It is not necessary for him to think otherwise, and as it is easier to feel kindly toward his customer, he gives him the benefit of any doubt, as he feels he is in no way responsible for his account. We have other men who thoroughly weigh all sides of the question before presenting an opinion, and we can always rely on their judgment. Now, all these things must be taken into consideration, for, if goods are shipped and a loss is made, it shows out in bold figures on the profit and loss account. If the order is turned down and the purchaser offended, and he should afterwards succeed in business, he is a living example of the credit man's mistake, and he will occasionally hear how well this man has succeeded and how he would be buying of his house except for his bad judgment in refusing to give credit. If he is not reminded of the circumstance, the fact nevertheless exists, and he knows it, and, unless he has a level head, the next time the same condition presents itself he may err in the other direction. The mistakes of the credit man are not like those of the doctor, which die with the patient—they are ever before us.

But, on the other hand, when he makes a wise and correct decision, and the one fails to whom he has refused credit, this fact is soon forgotten. The man is out of business, and there is nothing on the books to show that he used good judgment in this case.

The credit man is not a very popular actor on the business stage, as his real worth is only known to his house. But out of business hours, when he is not playing his part in the business drama, this same credit man may be one of the jolliest of men. I am sorry to say, however, that his life has a tendency to make him otherwise, as the part he plays is not altogether rosy. As a general rule, I don't believe that credit men obtain as much information regarding their patrons, from their travelers, as they should. I think it would be time well spent if every one would talk over, with the traveler, every customer on his route in order to post himself as to the character and habits of every debtor on his books.

Unpleasant correspondence seems to fall to the lot of the credit man. It is no easy thing to write the customer that he must pay up his account at once, and at the same time keep his good will and future business. It is hard to dun a man when he is behind and at the same time make him happy. I have observed, however, that the one who makes the least enemies in this sort of work is the man who is outspoken, candid and tells his debtor just what he wants without any equivocations or excuses. If you do not wish to fill an order because the man is now owing you all he should, tell him so, but do not try to deceive him by allowing him to think that you are out of the goods, or cannot fill the order for any other reason than the fact that he is behind and must pay. When you deviate from the plain, straight facts you lengthen the agony, and the debtor has less respect for you when he finds out the truth.

LUCIEN B. HALL.

TRADE IN THE FAR NORTHWEST.

(From Our Regular Correspondent.)

The growth and prosperity of the Seattle Hardware trade is well illustrated by the fact that the two largest Hardware concerns are now erecting new warehouses to better enable them to care for their fast increasing business.

The foundations have just been completed for the Seattle Hardware Co.'s new building. The building is to be thoroughly modern in every way—of brick, stone and iron construction, seven stories high, and occupying nearly half a city block. A siding from the N. P. R. R. will enter the building, so that car shipments can be loaded or unloaded in the warehouse. When completed the new store and warehouse of the Seattle Hardware Co. will be a model, and will enable the concern to better handle its fast increasing jobbing business. Each department of the business will be kept separate, and a large space will be devoted to the sporting goods end of the business; this branch of the Seattle Hardware Co.'s business is growing rapidly under the efficient management of F. S. Clewley, who is one of the best posted gun and rifle men on the coast.

The Schwabacher Hardware Co. will be in their new building by January 1st. This will enable the firm to better care for their fast increasing trade, and to carry a larger stock.

Seattle is growing very rapidly, but at the present time there are more large buildings being erected than at any former time. Not as many small buildings are now going up, although there is a growing demand for houses of all classes.

Among the exclusively retail stores the Thedinga Hardware Co.'s takes first rank. N. H. Thedinga is president, while Fred. W. Thedinga is general manager. Both are practical Hardware men, and devote their entire time to the business. Two large windows on First Avenue are used to good advantage to display Hardware, tools, and sporting goods, in which latter lines the firm does a large retail trade.

Another up-to-date retail hardware house of Seattle is the Holmes Hardware Co., located at 539 Queen Anne Avenue. Much attention is paid to building Hardware as well as household Hardware by the Holmes Hardware Co., and a good business is reported by this concern.

Stores and Tinware is a special line of Wm. M. Curtiss, who has built up a large trade in these goods, catering especially to the popular trade.

Over at 506 Pike Street is located the Hardware and Plumbing store of Ernst Bros., who carry a large line of Furnaces in addition to general Hardware. This concern also does an extensive business in Paints and Oils and find it a very profitable and good paying side line.

All things considered, the Hardware trade of Seattle is in a very satisfactory and strong position. To look at the mercantile ratings of the trade to-day and of fifteen years ago one will at once get some idea of the growth of Seattle's Hardware business. Where then only a few thousand dollars was invested, now over two millions are employed by the Hardware men of Seattle.

The Alaska trade has helped in no little way to build up the Hardware merchants of Seattle. This trade, and the export business to Japan and the East, is constantly growing and is being pushed hard by all the Seattle jobbers.

The Hardware merchants of Tacoma, both wholesale and retail dealers, are without exception doing a very good business, and during the past three years have added noticeably to the lines of goods carried.

One of the most attractive and best stocked retail stores in the city is that of the Washington Hardware Co., which is owned by Cowles & Reynolds—both young men well up in the hardware business. H. D. Cowles is president and E. K. Reynolds is secretary. About two years ago the business was purchased by the present owners, who came from Olympia, where they had succeeded in building up a large retail hardware business. The Olympia store is still operated by Cowles & Reynolds. In the Tacoma store a special feature is made of window display, and during August a very attractive window of sporting goods, with a background of brass goods and fishing tackle, was shown.

The Hunt & Mottet Co. do a large wholesale Hardware business, from Tacoma. In speaking of trade conditions one of the officers said: "Our business is constantly growing and is continually reaching into new territory. Trade outlooks here on the coast are good. Farmers are getting good prices and have large crops, and through the country there is a large amount of small building and fixing up taking place."

Another Tacoma house catering for the wholesale trade is the Henry Mohr Hardware Co. Two salesmen represent this concern on the road, and are building up a good jobbing trade in Western Washington. Theo. Miller is vice-president and is in charge of the purchasing department. The president, Henry Mohr, is well known in the Hardware business, having been in

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the line for many years. J. A. Plesants is secretary. In addition to the wholesale trade of the Henry Mohr Hardware Co. a very attractive retail store is maintained, a large business in builders' Hardware and Staple goods, as well as Mechanics' and Carpenters' tools, is carried on.

Another of Tacoma's up-to-date Hardware establishments is that of the Palace Hardware Co., of which Sam Olsen is president.

A large retail business is being done by the Honeyman Hardware Co., of Portland, Ore. The retail trade is closely watched, and each year has shown material growth. The store of the Honeyman Hardware Co. is one of the best in the Northwest, if not on the entire coast. Large windows are used to good advantage in displaying the great variety of lines carried, which include paints and oils, tools, mining and logging supplies, cutlery, sporting goods, besides everything in Staple Hardware. The store is situated in the heart of the best retail district, but a large wholesale business is also done.

One of the oldest established Hardware houses in the State is that of the Dayton Hardware Co., of Portland. Mr. Dayton said that during the past few years special attention had been devoted to farm supplies, and machinery, and this branch of the business had been found most satisfactory.

One of the best retail Hardware stores of Portland is that of Avery & Co. Mr. Avery said that business was up to the standard, and that the outlook for Fall and Winter trade was good. Portland is growing rapidly and it is hoped that the exposition in 1905 will bring many people to see the city.

The large warehouse of the Marshall-Wells Hardware Co. is now completed and the firm are pushing the wholesale business of the coast, making all deliveries from the Portland store.

A good retail business is carried on by Kotchman & Hartman, of Portland, which firm make a special bid for the country trade and they pick up city cash business.

"The conditions here in the Northwest are far better than in the East," said one of the large dealers. "At least I should judge so from what the papers say. Both Oregon and Washington are being rapidly settled, with a good class of hardworking people. And it is these ranchmen and farmers and fruit raisers that are making the business, not only for railroads, but for all the jobbers and retailers throughout this country. There are hundreds of thousands of acres of good land yet to be settled, and what we want is still more good settlers. The big future of this country will be not in its mines, nor in its lumber, but in the farm products." HAMMERNAIL.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Mines—Right of Discovery.

QUESTION: Will you be so kind as to answer the following (under Legal Correspondence) in Hardware: Does the law of the State of Tennessee give the finders of a gold or silver mine on other people's land a one-half interest in the gold or silver? I have been informed by parties who have looked up the law that it does. B. E. T.

REPLY: We could find no law in the State of Tennessee such as you suggest in your question. Under the English Common law mines of gold and silver belonged to the royal prerogative, even though found on the land of an individual proprietor. In New York and several other of the United States, it is held that gold and silver mines belong to the people, while, on the other hand, in California, Georgia and many other States of the Union, the gold and silver are considered as mere incidents to the land and belong to the person who owns the land. But we know of no law in any State which gives a person an interest in the ore found on another's land simply by reason of the fact that he is their discoverer.

Lost Property—Who Entitled Thereto?

QUESTION: A friend of mine while seated in a public restaurant found a card case on the floor containing a considerable sum of money and marked with the initials "E. G. H.," together with a street number in the city of New York. Is my friend entitled to keep the purse and money, or does the owner of the restaurant have the prior right to it? Does my friend incur any liability in keeping it without advertising or making inquiries as to the owner?

REPLY: As between your friend and the keeper of the restaurant, the former has the prior right. It is well settled that the finder of lost property, no matter where the property is found, is entitled to the possession and use of the same against all the world except the rightful owner, but it by no means follows that your friend has the right to retain the money without making efforts to ascertain the owner. The Penal Code of New York and most states provides that a person who finds lost property under circumstances which give him knowledge or means of inquiry as to the true owner, and then appropriates the property without having made every reasonable effort to find the owner and restore it to him, is guilty of larceny. Inasmuch as this card case was marked so that inquiry as to its ownership would be not only practicable but easy, it follows that a retention of the property without making such inquiry would be criminal. The case would be different if there were nothing to apprise the finder of the owner's identity; but in either case the finder would have no right to retain the property after the true owner was discovered and it was claimed and identified by him.

Manufactured Article—When Title Passes.

QUESTION: A manufacturing company contracted to make a machine for us at an agreed price of $1,500, we to pay $1,000 down and $500 when the machine was delivered. The machine is partly completed and they have gone into bankruptcy. The receiver refuses to complete the machine or give it to us as it stands. Have we a right to the machine? The company is hopelessly insolvent.

REPLY: The answer to your question depends on who has the title to the partially completed machine. If you have the title and have performed your part of the contract you will be able to recover it from the receiver; but unless it is distinctly provided otherwise in the contract, the rule of law is well settled that the title of an article to be manufactured does not pass until its completion and acceptance by the buyer. The fact that you have paid a thousand dollars on account does not give you title to the partially completed machine in the absence of a distinct agreement to that effect. If there was no such agreement your only remedy is to prove your claim for a thousand dollars against the bankrupt estate and share with the other unsecured creditors in the distribution of its assets.

Bill of Lading—Right of Stoppage in Transit.

QUESTION: "X," living in New York, sold goods to "Y," living in Chicago, and billed the same to "Y's" order. While the goods were en route "Y" endorsed the bill of lading and sold the goods to a firm in Denver, and at once became insolvent. As soon as the shipper learned of the insolvency of the buyer and before the goods had actually reached Chicago, he notified the railroad company not to deliver them. Is the company liable for making delivery?

REPLY: The Railroad Company is not liable. While the shipper has always the right to stop goods in transit on learning of the buyer's insolvency, that right is defeated by the purchase of the goods and a transfer of the bill of lading to a bona fide purchaser for value during the transit. There being no right to stop the goods in transit it follows that the shipper cannot hold the Railroad Company liable for failure to obey his order. All danger of this kind is prevented if the shipper takes the precaution to make the goods deliverable to his own order.

AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION.

F. D. Mitchell, secretary-treasurer of the American Hardware Manufacturers' Association, has sent out the following call to the members:

"The annual meetings of the American Hardware Manufacturers Association and the National Hardware Association will be held at Atlantic City, N. J., November 16, 17, 18, 1904, with manufacturers' headquarters at the St. Charles Hotel and headquarters for the jobbers at the Hotel Rudolf.

Special hotel rates have been arranged as follows:

St. Charles: $3.50, $4 and $5; for private bath, $2 per day extra will be charged to the room or suite, irrespective of the number of persons occupying such apartments.

Rudolf: $3 and $4; for private bath $1 will be charged to each person occupying connecting room or suite.

The St. Charles is located on the "Boardwalk," directly opposite the Rudolf; its bath rooms are of Italian marble, with hot and cold fresh and sea water, and each has inter-communicating long distance Bell telephones. All drinking water is supplied from its artesian well: hotel heated by the vacuum system, and its cuisine and general service is first class.

Both hotels have been preempted for this occasion with a view to securing to the members of both associations the more desirable rooms. Applications for accommodations in the Rudolf should be addressed to T. James Fernley, 505 Commerce Street, Philadelphia, Pa., and requests for reservations at the St. Charles should be addressed to that hotel direct.

At our joint convention with the National Hardware Association November last the Rudolf was filled, and many delegates were obliged to seek other quarters; our membership has been largely increased during the past year and the attendance in November will undoubtedly tax the capacity of both hotels. The writer finds that nine reservations have already been made with the St. Charles and as usual urges the expediency of making early reservations.

On or before November 1 a card showing number of room and rate per day and signed by its management will be mailed to those who have reserved accommodations at the St. Charles. This card should be retained until you settle your bill with the hotel. Should anything prevent your attendance such reservation may be canceled at any time prior to November 11."

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RECENT TRADE PUBLICATIONS.

E. E. SOUTHERN IRON CO., 2206 No. Second Street, St. Louis, Mo., have recently issued their "Ceiling Catalogue," No. 14, illustrating the different styles and patterns of their ceilings. They offer, if furnished with a sketch of most any size, showing size and shape of the ceiling to be covered, to furnish blue print drawings that will give an accurate idea of the finished appearance of the job. They request that sketch show all openings or breaks in the ceiling, such as skylight openings, chimney abutments, etc. It usually takes a few days to prepare a neat drawing of this kind. In all cases they should know the height of the room and the distance from the ceiling to the top of window or door casings. If you have no choice of designs, they will select something suitable for your room. When a job of ceiling is furnished they will send all the material as originally quoted, and if additional material is wanted it will be at the cost of the purchaser, and treated as an extra. List prices are given in their catalogue, which are for steel primed white both sides, coated for shipment. A lump price for all the material required to finish a room will be given parties sending them exact measurements of space to be covered, and with which they will furnish a drawing free of charge, showing the combination design. Send for one of the above mentioned books.

TOWER & LYON CO., 95 Chambers Street, New York City, have distributed to the trade a very unique folder, showing a picture of Uncle Sam, which, when unfolded, causes Uncle Sam to take off his hat. Upon opening the folder you read "Impressed by his power, productiveness, commerce and manufactures, the World takes off Its Hat to Uncle Sam. Impressed by the great superiority in style and finish, and their general efficiency and durability, Uncle Sam takes off his Hat to Chapin's Improved Patent Iron Planes." They claim they are "one better" than any other make on the market, simple in construction, easily adjusted, very strong and durable, and made of the very best grade of materials, with cutting bits finely tempered. Prices reasonable. Send for prices and details.

JOSEPH DIXON CRUCIBLE COMPANY, Jersey City, N. J., are the authors of a treatise on "Oil vs. Grease" lubrication, in which they set forth the special advantages of Dixon's Graphite Greases. They consider the lubrication of a shaft journal—the shaft revolving in an ordinary box, assuming that the function of the lubricant is to keep the surface of the shaft from coming in contact with that of the box. The argument brings out many good points which would be found of much value to those interested. Dixon's graphite greases, they claim, are not affected by climatic influences, and will never become rancid or gum. They are very largely mineral products, and on account of their graphite contents can be used much softer than other greases. The cup greases are efficient through great ranges of temperature without change of consistency. They lubricate like oils, and impart a wonderful smoothness and polish to all surfaces, therefore they assure remarkably low friction. They absolutely prevent "sizing" and cutting of rubbing surfaces, and never fail to cure hot bearings and to prevent further overheating. The Joseph Dixon Crucible Co. will gladly furnish, free of charge, samples of their graphite greases, sufficient for trial or test. They will also be glad to send upon request a copy of the above mentioned book. Send for one.

P. FORG, No. 50 Park Street, Somerville, Mass., under date of April, 1904, have issued an illustrated catalogue and price list, intended for general distribution among the trade. This firm makes door springs, glass frame hinges, flush bolts, corner bolts, barrel bolts, tool racks, bedstead fastenings, door catches, knobs, valve wheels, etc., etc They enclose with their catalogue a pamphlet catalogue devoted to exploiting their Electric Light Fixtures, which they make in four styles. No. 1 and 2 are designed for mills, factories, designing rooms, etc. They are constructed on the ball and socket principle, enclosed in a plate to be secured to the ceiling, and a tube, around which is coiled a spring; the tube is provided at one end with a binding screw, by means of which it is attached to the ball in the ceiling plate, and at the opposite end with a sliding rod, which can be drawn out or pushed back into the tube at will. The ball in the ceiling plate permits the fixture to swing to any desired position, where it can be quickly secured by a half turn of the wheel (or handle) near the end of the sliding rod. No. 3 embraces the same principle and is attached to the side wall, and No. 4 is designed for a desk top. Nos. 1, 2 and 3 are finished nickel plated, and No. 4 in brass, and all styles can be made in lengths as desired. Send for one of their catalogues describing fully their entire line of goods.

W. L. Strock, Bethlehem, Pa., has sent us a copy of their latest catalogue, which is a large one, in pamphlet form, exploiting the goods which they manufacture, which includes axe, adze, pick, sledge, hatchet and hammer handles, also mining and farming tool handles of all descriptions; wood door knobs and stops; file and chisel handles, and special novelties of wood turning, all of which are illustrated, and illustrations are accompanied by list prices. The company invite inquiries for prices on their special goods, which include everything special in the nature of Handles. They call especial attention to their hickory handles, which they have steadily put on the market for the last twenty years. Owing to their standard styles and high polish, they claim that they are pronounced to be the best on the market. They are strictly all seasoned handles, and will therefore not warp. They state that in variety turning (which they are manufacturing very extensively) they are equipped and in splendid position to fully take care of the rapidly increasing trade in this line. They endeavor at all times to keep on hand a complete stock, and their customers may rely on having their orders satisfactorily and promptly filled. Write to the above address for a copy of their catalogue.

THE SCHILL BROTHERS COMPANY, Crestline, Ohio, are the authors of a very attractive catalogue, exploiting their extensive line of Schill Furnaces, among which are The New Idea, the Schill and Schill's O. K. Warm Air Furnaces, which they claim embody the most practical and economical device for heating dwellings, churches and public buildings ever invented. They are adapted for hard and soft coal, wood and gas. In describing their Furnace, the company call especial attention to the fire pot upon which, they state, everything else in a furnace depends. Their fire pot is a double one, consisting of an inner heavy cast iron pot, with a series of openings near center and large openings at top; this heavy cast iron pot is surrounded by a steel jacket, forming an air heating chamber, into which air is admitted and heated before entering into fuel and above it, thus supplying the fire with heated air, enabling them to accomplish, they claim, what all others have failed in, and consume fully ninety per cent. of the gases and smoke heretofore wasted. Each part is taken separately and a most comprehensive description is given.

THE LAWRENCE MANUFACTURING COMPANY, Buffalo, N. Y., makers of Lawrence Gas Stoves, issue an attractive pamphlet catalogue, illustrative and descriptive, of their products. They state that in the exclusive manufacture of gas stoves and appliances, it has always been their high aim to make the most economical goods possible. They claim that during past years actual tests have proven their stoves to be most economical, efficient, sanitary and durable. Their Triplex Heaters have now been tested by the trade for four years, and they state they have never, up to date, been asked for repairs for any of their fuel stoves, and it is their opinion that there is not another stove of this class which can show such a creditable record. They will gladly forward samples to new trade, allowing freight and subject to return if desired. They urge competitive tests. The Triplex combines the three systems of heating, viz.: Radiation, circulation and reflection. The fact that these systems are carried out more completely in the Triplex than in any other heater, they claim, places it far in advance of all competitors. The burners are of the drilled type, cast in one solid piece (guaranteed not to warp), supplied with adjustable air mixers, operated by wood handle valves of the highest class, and are buried with porous gas fuel, which becomes highly incandescent when the stove is in operation, giving the appearance of a coal fire. Their method of construction has entirely overcome the intense heat back of and directly under the stove, also warping of grates, burners and door frames. Send for one of their catalogues and learn all about their Triplex system.

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NEW GOODS AND SPECIALTIES.

"YANKEE" AUTOMATIC DRILL, No. 44, WITH ADJUSTABLE TENSION.

North Bros. Mfg. Co., Philadelphia, Pa., are placing upon the market the "Yankee" Automatic Drill, No. 44, with adjustable tension. Of all the automatic or hand drills in the market up to the present time there has never been one that has been entirely satisfactory for general use. The trouble has been that



FIG. 1. YANKEE AUTOMATIC DRILL, NO. 44.

no one strength of spring in these tools would be satisfactory in both soft and hard woods, or for the large and small drills furnished with the tool. The best that could be done was to use a spring of average strength. In this new Drill No. 44 this difficulty has been overcome by a device to adjust the tension of

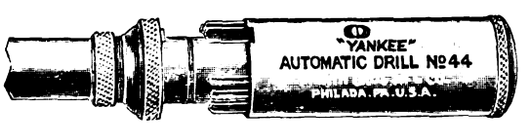


FIG. 2. DRILL POINT MAGAZINE.

spring, making it weaker or stronger, according to requirement of character of wood to be drilled and size of drill to be used. The cap on top of Drill has a screw attached to it, by revolving which the spring is made longer or shorter, thereby making the spring weaker or stronger. The spring is held at desired tension by a small bolt or lock which engages in the cap and is operated by a small knob on side of handle. To adjust the spring pull down the bolt on side of handle, turn the cap on end of handle to the right for heavier tension for hard wood or larger drills, or to the left for lighter tension for soft woods or smaller drills. Turn cap to position so the bolt enters opening in cap, to hold it from turning while using the tool. To open magazine in handle containing the drill points, hold the Drill with the chuck end up, and unscrew nut above handle, and all the drill points will be in sight, thus enabling the user to quickly select and remove drill point required. To insert the drill points, hold the Drill with chuck end up, turning sleeve on same to right as far as it will go. Insert drill point so it catches at bottom of chuck and will not turn, then turn sleeve to left until drill point is held solid. The tool is nickel plated and finely finished. The material and workmanship throughout are of the best.

Eight drill points are furnished with each tool, one each 1-16, 5-64, 3-32, 7-64, 1-8, 9-64, 5-32, 11-64 in.

The entire length of tool, inclusive of drill point, as in illustration, is 11¼ inches.

IVES' WINDOW VENTILATING LOCK.

The H. B. Ives Company, New Haven, Conn.; John H. Graham & Co., 113 Chambers Street, New York selling agents, are placing upon the market the Ives window ventilating lock, as shown in the accompanying illustrations. Fig. 1 illustrates the

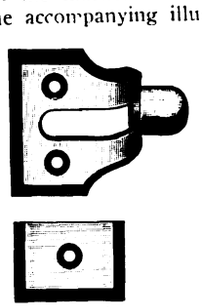


FIG. 1. IVES' WINDOW VENTILATING LOCK.

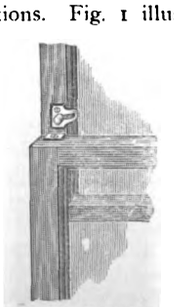
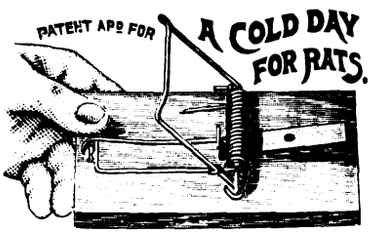


FIG. 2. UPPER SASH DOWN 6 INCHES.

adjustable lock device, which is placed on the upper sash. Fig. 2 represents the sliding pin brought forward so as to permit the upper sash in sleeping or other rooms being lowered to the proper point for ventilation, according as this part is put on the sash, and yet leave the window securely locked. The lock is shown so placed as to allow the upper sash to be lowered about six inches. It is a simple device that requires neither mortising nor the boring of holes to apply it, being fastened by screws in the ordinary way. These locks are made in plain iron, bronzed and electro copper plated, antique finishes; also plain iron, polished, both Bower-Barffed and electro copper plated, antique finish. For finer grades they can be obtained in plain bronze metal, either highly polished or antique copper finish.

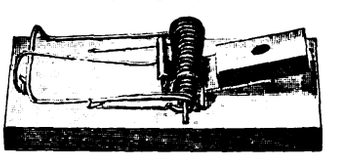
POPULAR LINE OF MOUSE TRAPS.

Among the many specialties made by J. M. Mast & Co., Lititz, Pa., they make a line of Traps which have achieved great success suitable for the destruction of rats and mice and are popular with the trade.



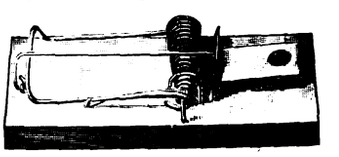
BLIZZARD NO. 1.

The chief superiority of this trap is the ease with which it is set, safety to the fingers while adjusting it, and substantial construction. Do not take hold of the jaw or striker, but use the movable lever on top to raise and fasten the striker in position, as shown in the cut; or pass locking bar over both lever and striker and set like old style spring traps.



OLD NICK NO. 2.

This trap has tough wood base and stronger spring and heavier wires than any other trap made except Blizzard No. 1.



THE JOKER TRAP.

The trigger is metal, so made that it holds a good sized bait, which the animal pushes when reaching for the bait. This constitutes the Joke. Send for circulars of above traps for further particulars.

HURWOOD'S LANTERNS.

A very complete line of lanterns has recenly been placed on the market by the Hurwood Mfg. Co., of Bridgeport, a firm already famous for the quality of its tools. Among the styles made by this firm are the following: Tubular Bishop, Cold Blast Bishop (illustrated herewith), Dash, Search Light and Little Bishop Cold Blast. Tubular No. 0 and 2, and Cold Blast No. 1 and 2. The patent attachment for lifting and swinging the globe out of place does away with the annoyance attendant in filling, lighting and trimming of the old styles, and cannot fail to please all users of lanterns. The device is so simple that a child can raise and

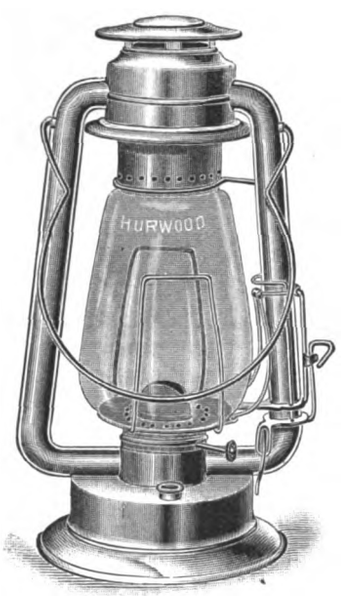
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swing the globe out from the frame in less than a second of time, by pressing the side lever with the forefinger. The globe



TUBULAR BISHOP LANTERN.

may be removed easily when it is desired to clean it, and can be replaced with as little effort. An attachment has been added



COLD BLACK BISHOP LANTERN.

for keeping the bail in a vertical position, unless turned down. Another and very important improvement provides a clear, white flame and makes it wind and jar proof.

EUREKA HYDRANT CHAINS.

Oneida Community, Kenwood, N. Y., and 395 Broadway, New



FIG. 1. EUREKA HYDRANT CHAINS.

York, are manufacturing the hydrant chains shown herewith. The stock carried by the company comprises various sizes to correspond with the different makes of hydrants, and each is fitted with the company's new S-hook attachments. The hook

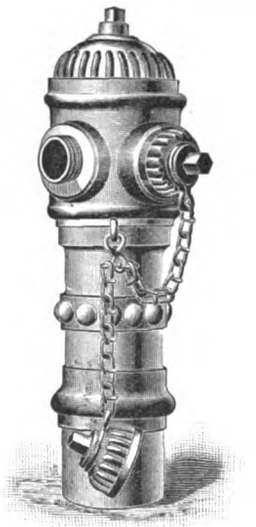
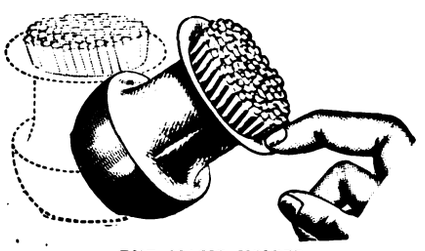


FIG. 2. APPLICATION OF HYDRANT CHAINS.

acts as a swivel on the hydrant cap, and is easily attached.

THE MAGIC HOLDER.

Sidney Shepard & Co., Buffalo, N. Y., and 21 Cliff Street, New York, are calling the attention of the Hardware trade to "The Magic Holder," which we illustrate herewith, which is a novel



THE MAGIC HOLDER.

device for holding matches or toothpicks. It is made of polished Aluminum, and in use when knocked over quickly adjusts itself. The holders are about twice the size of the cut, packed one dozen in a cardboard box, with an attractive display card in each box.

THE "ACME" HOLDER.

A specialty that should meet with a good sale among housewives is the "Acme" Dust Pan and Broom Holder, which we illustrate herewith, and which is manufactured by the E. E. Josef Co., Washington and Perry Street, Buffalo, N. Y. It consists of two small castings, one being secured to the wall by a screw,



"ACME" BROOM AND DUST PAN HOLDER.

and the other part of the device swings up and down. The latter is in the form of a half circle, and the broom handle placed within it is held at any desired height. At the outer end of the swinging arm is a projection on which can be hung the dust pan. The device is simple, compact and retails at a popular price.

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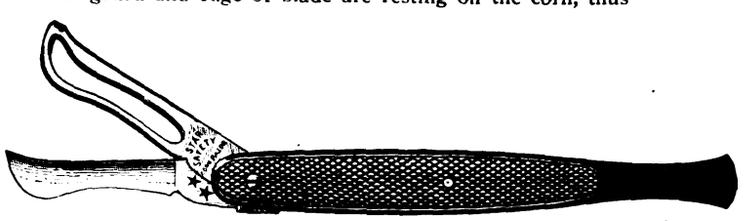
STAR SAFETY CORN RAZOR.

An exceedingly handy specialty is being placed on the market by Kampfe Bros., 8-12 Reade Street, New York, in their Star Safety Corn Razor which we illustrate herewith, one of the cuts



STAR SAFETY CORN RAZOR.

showing the razor ready for use, the other with the guard thrown back for sharpening. In their sheet of instructions for using this razor, the manufacturers say that the razor is to be applied to the corn at the same angle as the common razor so that both guard and edge of blade are resting on the corn, thus

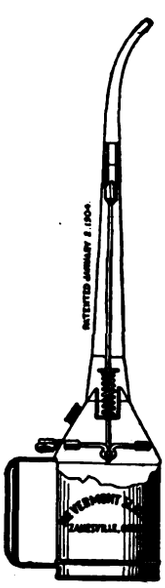


WITH GUARD RAISED FOR SHARPENING.

enabling the shaver to shave off the calloused skin or corn without injuring the foot. This specialty retails at $1.50. They are packed 12 in a glass case, six of which are shown in the upper part, the remaining six being inside the case along with half a dozen leather pockets. This case is given free of charge with each first order.

THE VERMONT SAFETY OIL CAN.

"Vermont Safety Oil Can" is claimed to be the most successful can now in use. This new patent hand oiler is especially adapted for the use of railroad companies, manufacturing establishments, and wherever machinery is used. The mechanical construction of this can, which we illustrate herewith, is such that by a simple thumb pressure the flow of oil is regulated, and can be



THE VERMONT SAFETY OIL CAN.

gauged to a drop, thus placing the lubricant where needed, doing away with all waste and effecting a great saving in oil. Especial attention is called to the compression springs, found only in the Vermont can. These springs cannot be strained or broken, and will outlast any can. These oilers are of tin, brass and copper, in several sizes, with bent and straight spouts of various lengths, and are manufactured by the Vermont Slate Co., Zanesville, O.

RURAL MAIL BOXES.

The Smith Cream Separator Company, of Indianapolis, Ind., who are manufacturers of the well known Smith Cream Separator and Oil and Gasoline tanks, have recently placed on the market three styles of Mail Boxes, the National, with round body, the Eureka, with half round body and the Standard with square body. They are already supplying the trade with these goods and they say that consumers report them to be giving the best of satisfaction. The National Mail Box in particular is a strictly up-to-date affair. It is equipped with the Smith patent flag signal a very simple device, which is raised automatically



NATIONAL MAIL BOXES.

when the carrier lifts the cover to drop in the mail and remains in that position until lowered after the mail has been removed. This box is also equipped with an automatic brass spring hasp



STANDARD MAIL BOX.

for the door, which being mostly concealed on the inside of the box, is protected from the weather, and which holds the door with absolute firmness. This box which has been approved by the Post Master General, is strictly water tight and weather proof, being made extra heavy of galvanized sheet steel, over which is put a heavy coat of aluminum. The box is seven by eighteen inches in size.

BULK MAILING.

At the last session of the Congress amendments to the postal laws were enacted so that catalogues, samples, etc., could be mailed in quantities and the postage paid without affixing a stamp to each one. This is designed to relieve those firms that send out a great number of small pieces of fourth-class matter inasmuch as they will not have to put a stamp on each one, but pay the postage in a lump sum. The measure has not yet gone into effect, but is expected to as soon as the proper regulations are framed by the Postmaster-General. It was found that there was no way to check up the postmasters in this kind of a transaction so that the patron of the office and the postmaster might easily keep out a part of the postage due on a lot of merchandise and divide it up without the department's being able to find it out.

To prevent this it is probable that some way of checking up this matter will be inaugurated.

Matter of this kind is not weighed and paid for in bulk, however. A single piece is weighed, and if the postage on it is one cent every similar piece must pay one cent. That is, a thousand pieces of mail matter weighing half an ounce apiece must pay $10, notwithstanding the fact that their total weight is only 500 ounces. In this the law differs from the method of paying postage on third-class matter, which is by the pound, regardless of the weight of an individual piece.

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PRACTICAL HINTS ON ADVERTISING

By Charles Austin Bates.

Be sincere.

Show people that you really mean every word you put in your ads. Tell them the truth and make them realize that you are telling the truth.

This sounds easy, but it is the hardest thing in the world for some people. They can't get down to plain facts. They simply can't tell people just what they offer and why it is so good, and why the price is so reasonable.

Their first effort is to get as far away from plain facts as possible. In their skyward flight they hit upon what seems a clever catch-phrase—generally some mysterious puzzle known only to the advertiser—and use it for the heading. Then they start a long-winded introduction, ringing in a lot of long, high-sounding words. Finally, when the fatal moment cannot be put off any longer, the goods are dragged in by the ears in a shame-faced, apologetic manner. The introduction has taken up most of the ad, so the advertiser winds up with a few meaningless generalities about the goods.

The best way is to forget about the introduction and start right in as if you had your customer backed up against the wall and were trying to convince him that he ought to buy your goods. Tell where they come from, who makes them and how, tell why you can offer such goods at such prices, and give their uses and advantages.

Remember that people are vitally interested in store news.



They are constantly scanning the papers for a chance to get something new and desirable at a moderate price. If you repulse them with a pedantic introduction, you can't expect them to get wildly enthusiastic over your goods.

It is the man who jumps right in and tells what he has and all about it—and stops when he is through—who has to hire a surgeon to care for those who are injured in the crush trying to get inside his store.

Your customers are interested in your goods more than you—they are not taking you home to eat, or to wear around their necks, or to read.

Then why fill up so much of your ad with talk about yourself?

What is the use of talking about your long experience and high reputation and the promises that you have fulfilled? This sort of talk is all right if not carried to extremes, but some advertisers imagine that the public is so breathlessly interested in them that it would be a mean deprivation to talk about anything else.

These advertisers are forever publishing pictures of themselves and making their name the biggest thing in the ad. They are fond of such headlines as: "I Challenge!" "I Said It Two Months Ago and I Say It Still;" "With This Stunning Blow I Silence My Competitors," and so on *ad nauseam*.

Of course, Mr. Munyon and Mr. Swoboda and Mr. Ostrander have made a big success by persistently pushing their personalities, but they did not do so at the expense of the goods they offer for sale.

As a rule, the firm name ought to be set in very modest type. Personally, I think it ought to be the very smallest thing in the ad.

Everybody has heard of Dr. Shoop, of Racine, Wis.—yet Dr. Shoop's name and address are generally set in nonpareil or six point type, and nothing else in the ad is set smaller than eight point.

Just forget for a little while that such a person as yourself ever existed, and see how much you can increase the pulling power of your ads by confining yourself to meaty descriptions and prices of your goods.

Do you ever "go on the warpath?"

Do you ever "let the price-ax fall with relentless stroke?"

Do you ever suppose that people imagine you are going through your stock decked out in Comanche Indian style, tomahawking price cards and cutting values to smithereens?

Then why do you put such truck into your ads?

A cut-price sale is a mighty interesting thing all by itself,



and it is bound to increase business at any time or place—unless such sales are notoriously chronic with your store—but for some unknown reason advertisers in general feel that they must put on a lot of extra dog and completely smother the real facts of the sale in the spludge they make about it.

They search for a top-heavy name. Usually it is a "Challenge Sale" or a "Manufacturers' Outlet Sale" or any one of a number of names in which people seldom take any stock.

Then there is a blare of trumpets and a lot of stuff about



"this marvelous merchandizing opportunity," and "never before in the history of Plunktown have such matchless values been presented." An attempt is also made to prove that the sale will go down in history, as the greatest ever, and nothing but the "untiring energy" of Black Bros. could have ever scoured the world's markets so effectively.

Now, most people have grown out of the childish faith with which they used to receive such announcements, and the merchant of to-day must cut out all the dead wood and put things on a hard business basis if he expects people to believe that his sale has real reasons for existence.

He must be frank with them. If he needs the money, he can easily say so in such a way as not to give the impression that he is broke. He may need it for enlargements, repairs, next season's stock, or any other plausible reason.

It may be that the goods cannot be carried over till next season. In this case, point out that there will probably be little changes in style next season, and while broken lots are offered it is well to take advantage of the big savings made possible in this sale.

If there is anything really the matter with the goods—if they are out of date, damaged, seconds, or shopworn—don't hesitate

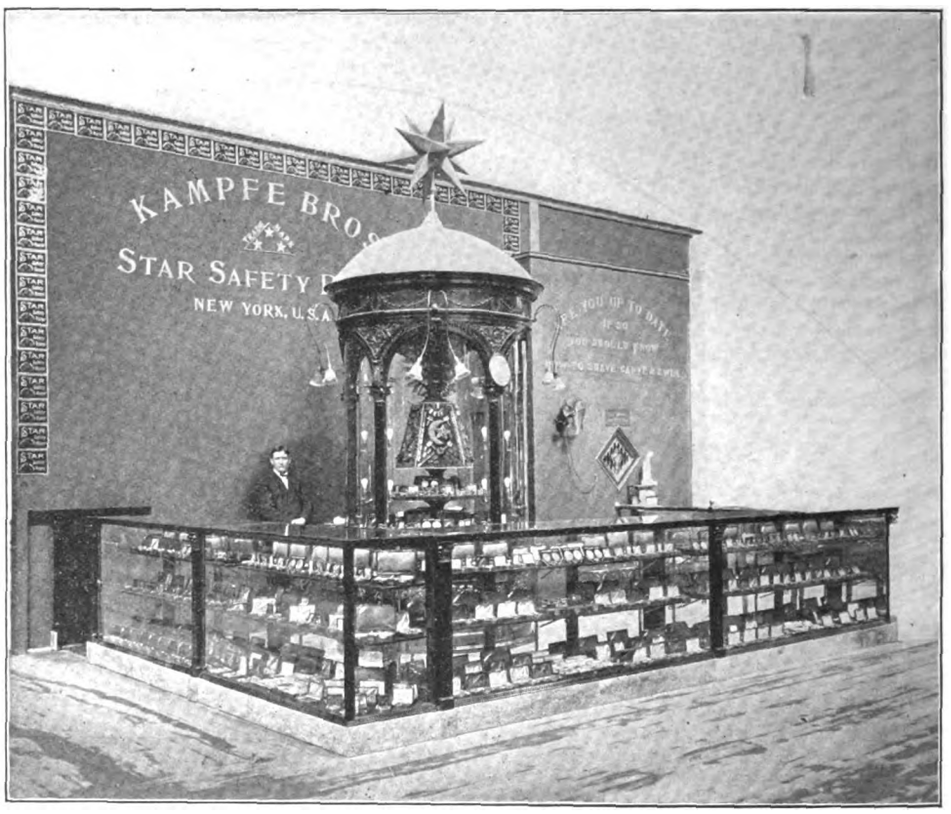
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to say so. People will come to look upon your ads as perfectly truthful—and a reputation for honesty is the best asset you can possibly have.

As a matter of fact, most people look upon bargain offerings with suspicion anyway, so if you anticipate their fears they will feel that they already know the worst and they cannot help getting good value at the low price quoted. Otherwise they might stay away and wonder why you can expect people to believe you are offering such and such goods in perfect condition at such ridiculous prices.

STAR SAFETY RAZOR EXHIBIT.

An exceptionally handsome exhibit at the World's Fair, St. Louis, is that of Kampfe Brothers, whose main office is at No. 8 Reade Street, New York, and whose exhibit, which we illustrate herewith, is located in Block 11 B, in the Manufacturers' Building. The illustration shows very plainly the details of the booth, as the goods of the Star Razor can be seen both in the show windows and tower, with the well-known trade mark on its top. The place is well lighted and is dressed in an exceedingly artistic manner.



STAR SAFETY RAZOR EXHIBIT.

THE SMALL ADVERTISER.

"I'm too small to advertise in the daily papers," the retailer in cities says. "My ad would be lost and, besides, the papers are read by too many people who live out of reach of my store."

Now, while I am willing, says a writer in *Printers Ink*, to admit that this oft-cited reason for not using newspaper advertising is a good one in thousands of cases, I am also certain that in thousands more it is quite untrue, and the small merchant who advances it does not *know* by actual test of newspaper advertising that it will not pay *him*. He merely repeats a theory that he has got into the way of believing. No man can definitely affirm that newspaper advertising will not help his business until he has tried it. S. S. Rogers, of the *Chicago Daily News*, says that in that paper are carried year after year small ads appearing too infrequently to get anything in the way of position—though the largest ad gets nothing in the way of special place in the Chicago *News*, for that matter. To the casual eye such ads would appear to be hopelessly lost. Yet they pay. The *Philadelphia Bulletin* carries 750 small advertisers on its books, and undertakes to make newspaper publicity profitable to the merchant whose annual gross turn-over is as small as $10,000. Philadelphia is the third largest city in this country, and Chicago is the second. In view of these facts, the small merchant who says that newspaper advertising is not for him is, ninety times in the hundred, speaking wholly without real knowledge. To make such a statement year after year without ever putting it to an actual test is to be unfair to the local newspaper, and to be even more unfair to one's own interests.

* * *

It doesn't make any difference how many people live outside the radius of the store. Those who live *inside* are important. If the retailer two miles from the center of town has 10,000 to 25,000 people living within ten blocks of his front door, that is a clientele worth cultivating. One of the evening papers in the city reaches this clientele, and announcements even as small as two inches twice a week will interest them. They may not respond quickly. The point is to keep on until the little Tuesday and Friday ad has become as much a feature of the paper to people in that store's clientele as the page announcement of the Department Store downtown.

* * *

The store paper is a productive method of advertising for a small retailer if published regularly and well circulated in his own neighborhood. Or, rather, a *good* store paper is productive. There are not very many really live store papers, most of the specimens that come to light being simply circulars. But even they pay so well that they can be published regularly, for they quote plenty of prices. The price doesn't tell the whole story about such a complex stock as that of an up-to-date Hardware store. Just how suggestive such a paper can be made is shown in the pages of a little monthly called *Barnes' Grocery News*, from the store of J. J. Barnes, 1889 Pearl street, Cleveland, Ohio. This paper is only four pages in size, but Mr. Barnes has seen the wisdom of engaging a man who edits and gets it out regularly. Every offering is couched in the form of a pithy paragraph, and in the little corner devoted to cooking recipes the editor has inserted the names of flavoring extracts, gelatines and other ingredients sold in the store.

The same idea can be used in a Hardware store paper, where, instead of cooking recipes, suggestions concerning the use of the many household specialties, or in stove time even cooking recipes can be given. The hundreds of "seasonable" articles in an up-to-date Hardware store should furnish material for a very interesting publication.

The Repartee Conjugal.

Billkins—Nonsense, Arabella! I would not talk like an idiot if I were you!

Mrs. Bilkins—Isn't it too bad, then, Joshua, that you are not me?—*Browning's Magazine.*

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HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED SEPT. 6, 1904.

369,329. BROOM OR MOP HOLDER. W. Crain, Brooklyn, N. Y.
369,330. WAGON JACK. J. W. Eperson, Blandinsville, Ill.
369,334. GRATE FOR STOVES. A. L. Goodenow, Utica, N. Y.
369,346. HINGE. L. H. Lempert, Rochester, N. Y.
369,355. CARPET FASTENER. J. McPherson, Cherryville, N. J.
369,433. CARRIAGE JACK. R. J. Buterfield, Westford, Mass.
369,451. DOOR HANGER. Wm. O. Kasson, Cedar Rapids, Iowa.
369,491. STEP LADDER. William R. Allen, Pittston, Pa.
369,493. COMBINED CLOTHES DRIER AND LAWN TENT. F. E. Averill and F. W. Sharp, Pulaski, N. Y.
369,529. LIFTING JACK. F. Kellogg, Brooklyn, N. Y.
369,556. SAD IRON. A. Rosa, Milwaukee, Wis.
369,569. SAD IRON. N. R. Streeter, Groton, N. Y.
369,622. FISHING LINE REEL. E. Titus, Jr., New York, N. Y.
369,645. LIFTING JACK. Wm. F. Knowlton, St. Cloud, Minn.

PATENTS ISSUED SEPT. 6, 1904.

769,142. FISHING REEL. Wm. L. Atkinson, Fairhaven, Wash.
769,166. CAN OPENER. G. H. Jaquith, Chicago, Ill.
769,201. DOOR CHECK. H. Van Blarcom and H. B. Hitz, Milwaukee, Wis.
769,220. FASTENING FOR KNIFE HANDLES. G. W. Hodges, Morgan Park, Ill., and G. S. Hastings, Plainville, Conn.
769,282. TOOL HANDLE. Wm. B. Swan, Seymour, Conn.
769,307. MITER BOX. R. H. Dorn, Los Angeles, Cal.
369,311. FLAT IRON. H. Goldberg. Chicago, Ill.
769,328. CARPET STRETCHER. M. E. Shinn, Chicago, Ill.
769,396. CAN OPENER. E. Novak, Omaha, Neb.
369,412. MIXING SPOON. H. T. Sidway, Chicago, Ill.
769,469. BROOM HOLDER. G. E. Crafts, Bangor, Me.
769,508. ADJUSTABLE SHINGLE CAGE. Lester Stowell, Waukesha, Wis.

PATENTS EXPIRED SEPTEMBER 13, 1904.

369,687. STRAINER. C. A. Bryant, Wakefield, Mass.
369,711. LEMON SQUEEZER. J. T. Hodson, Cambridge, Mass.
369,721. VESSEL HANDLE. F. C. Kasch, Akron, Ohio.
369,722. WAGON JACK. C. Q. Kelley, Ewing College, Ill.
369,744. 369,745. MEAT CUTTERS. A. Shepard, Plantsville, Conn.
369,770. MITER BOX. J. R. Brewster and O. E. Williams, Windsor, Vt.
369,800. SHOVEL HANDLE. J. O Mantor, Northampton, Mass.
369 830. SMOOTHING IRON. T. Wollworth, Cincinnati, O.
369,832. PAN. A. Bardell, Brooklyn, N. Y.
369,838. COFFEE FILTER. L. W. Buxton, Nashua, N. H.
369,853. VEGETABLE CUTTER. W. L. Hinsch, Piqua, O.
369,901. TRAP LOCK. J. F. Mollensak, Chicago, Ill.
369,909 SAFETY RAZOR. H. C. Bliss, West Springfield, Mass.
369,946. WARDROBE HOOK. W. Jayne and J. P. Crosby, New York, N. Y.
369,962. COAL HOD. J. Ringer, St. Louis, Mo.

PATENTS ISSUED SEPT. 13, 1904.

769,723. KNIFE SHARPENING DEVICE. T. Wilkins, New York, N. Y.
769,725. ADJUSTABLE KNIFE BLADE HOLDER. H. E. Britton, Stoughton, Mass.
769,736. CARPET STRETCHER. J. P. Gallagher, Erie, Pa.
770,018. NAIL EXTRACTOR. Wm. C. Morrill, New York, N. Y.

THE FUTURE OF NEW ORLEANS.

Mayor Capdeville, of New Orleans, La., is an enthusiastic believer in the future of that city. In an interview in the *Daily States* he says:

"New Orleans to-day, by reason of its important trade position and the development of the gulf coast generally, has achieved a distinction and an individuality that is bound to vastly enhance its prosperity and importance in the next decade. As the funnel through which the great bulk of the produce and commodities of the Mississippi and Ohio valleys, and the trans-Mississippi country is finding, and must continue to find, its way to the sea and to the countries of the Old World, it follows that its progress as a port will increase in proportion to the increase in production in the territories mentioned.

"To-day New Orleans stands as the first port in the forwarding of grain, cotton and rice, and is the second port in the handling of all exports in the great United States. Possessing one of the really great harbors in the world, with ample accommodation for the merchant marine of all civilized countries; with a water front comprising nearly thirty miles within the corporate limits, including both sides of the river, and with eight miles of splendid wharves, it enables all kinds of business to concentrate at our very doors, add to the opportunities and facilities and effect a combination unenjoyed by any other commercial city in the United States. During the past three years New Orleans has leaped, as it were, from a conservatism which may have proven inimical to its best interests in the past, and has started forward with a constantly increasing tendency not alone to manifest its superior advantages, but to grasp every available opportunity in an effort to fix its prosperity and progress in the world of commerce. A supreme feeling of confidence has taken possession of the hearts and minds of a united citizenship, and with this virile optimism shining upon its civic and business life, there can be no staying the onward march which is destined to make New Orleans a city of 500,000 souls at the end of the present decade."

FOLSOM STEEL RANGES.

The general appearance and workmanship throughout of the Folsom Steel Ranges is strictly first class. It is claimed that every range is carefully made by experienced workmen and that the material is of the best cold rolled patent leveled Steel, and only the best new cast iron is used in their construction. The patterns are made especially to get the necessary strength and weight in the right place to produce the best results. The ovens are square and extra large. The oven bottom is made of extra heavy steel and securely braced with heavy steel bars riveted to under side to prevent buckling or warping. The top of same is supported by a heavy casting, which also acts as a support for the



FOLSOM STEEL RANGE.

top centres and ovens. The flues are scientifically constructed so as to produce uniform temperature in every part of the oven, which insures perfect baking and thorough roasting. They are lined with heavy asbestos board, which is protected between two sheets of steel, thereby keeping the heat within the Range. The fire box is lined with improved corrugated iron linings and is designed for durability and economy in fuel. It is also made with an extension to use in burning long fire wood. The grate is of special design, Duplex style, is the simplest and most durable grate in existence. It can be removed from the fire box without disturbing the side linings or grate rest, and is adapted to burn hard or soft coal, coke or wood. The top of the Range is made in four pieces, looks neat, has smooth surface, is strong and guaranteed against fire cracking. The centres are amply heavy and strong and are supported in the middle to prevent sagging. The covers have the required weight to make them convenient to handle, and are guaranteed against fire cracking or burning out. The reservoir is made of copper and it is easy to keep clean. It has no dampers to watch, and is always ready, always clean and furnishes plenty of hot water. The covers of reservoir are flush with the top of the Range and can be used as a shelf. The high closet is of a neat design, very roomy, with rolling door, two drop Tea Shelves and a Towel Rod. These Ranges are made in black enamel style, and finished with the best grade of nickel plated trimmings. All trimmings in plain black are furnished where wanted in place of nickel plated. The Folsom Steel Ranges are manufactured by the C. G. Folsom Mfg. Co., South Bend, Ind., whose advertisement will be found in this paper.

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RUNNING THE STORE.

BY F. F. PURDY.

(*Written for* HARDWARE.)

A live Hardware dealer who is located out on Broadway, Brooklyn, has some interesting things to say about pushing business and fighting department store competition. He is increasing his business year by year, and it is evident that before long he must burst his boundaries and enlarge, which gives added weight to his views. He says:

"We exclusive dealers must concede that it is largely our own fault that the department stores and mail order houses have made so many encroachments on the regular Hardware trade. The business is ours with proper effort. I know dealers who don't like to deliver goods, who neglect their windows and have no system in their storekeeping. When a box is delivered it stands pat until it is emptied by sales to customers, if it takes several weeks. There is not a price card in the windows; advertising is practically unknown. In this age it really is a puzzle how these fellows get along—and there are more of them than you might think.

"With decent attention the Hardware business in any kind of a community will show good results. I have tended to business and simply given it the good attention that any enterprise requires, and the result has been a gradual and fairly rapid increase. Out here on Broadway a man is throwing away money to neglect his windows, for one thing. I change this window one week, the other the next week, and so on. I use price cards and learned to letter them myself with appropriate inscriptions, so that I can address the throng in the street as the freak takes me. Did you ever see Broadway on a Saturday night? That's the time your windows are working full tilt, although there is likely to be something doing any time. I have sometimes had inquiries for a certain article I had labeled with a price ticket before I had completed fixing the window, and a half dozen purchases a half hour after. This only shows the way the windows work and how much a man misses by not attending to them. It might even be better to change them oftener than I do. Think of the hundreds of articles in a Hardware store. There should be a traveling procession of them through the show windows during the entire year. Thus the stock is brought to light. It is certainly not attracting the attention of the public locked up in boxes and bins.

"And I have no hesitation in quoting prices and putting on price tickets. It leads to quick sales, and a low or fair price will pull many a person into the store who would otherwise go past.

"Most dealers outside the shopping districts of big cities have no opportunity to advertise profitably. It isn't policy to pay for nine-tenths of a circulation that is of no use. But we have out here a weekly publication of real merit for free circulation in this neighborhood. I have six inches each week, and change the ad. each issue. I offer no particular bargains as such, but in each ad. name three or four good values in various articles, illustrated if possible. These articles, with price cards, are conspicuous in my windows or store interior. Thus the ad. and window supplement each other. One good stroke recently was in Mason jars and the rubbers for old jars, making a special point of *new* rubbers.

"I deliver anything costing from a cent up. A child or a domestic receives courteous treatment, no matter how small the purchase. It is easy to acquire a good reputation for a store or the otherwise, and constant and prompt attention will set the tide going in the right direction. My stock is kept well sorted up, and hence we are not 'just out' when a customer calls for anything a little out of the ordinary, and we need make no bluff about the stuff being 'just ordered and will have it tomorrow.'

"This is a simple enough program, requiring much more industry than genius by all odds. Another department store feature must be exposed when necessary. That is, the frequent runs on certain well-know articles—say Stanley planes. Maybe they have a few left and put a very low price on them, and put in an ad. The loss of profit on a half dozen planes is much more than made up by the higher quotations in other things. The fact is, and it can be demonstrated, that, take the selling prices of our stock and the same quantity of any department store, and if both stocks are inventoried at the retail selling price, ours would inventory much the lower. It is well known that this is a general condition in the trade. Dealers should contrive in some way to bring out this fact in their ads. to produce a widespread impression and without appearing to specially combat any class of merchants, for that would attract attention unduly to the department stores.

"Hardware is such a natural rallying point for so many articles of a kindred nature that opportunities for expansion are constantly opening to members of the trade who desire to take advantage of them. There are plumbing supplies, sporting goods, paints and oils, plated ware of various kinds and a great variety of house-furnishing goods, as well as trunks and certain descriptions of leather goods. It is only a question of capital. A great business may naturally be grafted upon a regular Hardware store, and this business can be accommodated easily and appropriately. In fact, with all due regard to their position with respect to department stores, the Hardware dealers may indefinitely expand their business consistently and include a number of kindred lines in a way that will not detract but add to their specific reputations as proprietors of department stores."

There are many instances of a successful prosecution of the above plan, but none, perhaps, more notable than in the cases of Walbridge & Co. and Weed & Co., of Buffalo. Both are large Hardware stores, on the department store order, all the stock based easily and naturally on Hardware. The window displays vie in attractiveness with those of the dry goods stores. The places are daily thronged with women and the goods are attractively displayed in elaborate glass cases in the store. Toys, sporting goods, plated and silver ware, fine cutlery, hammocks and "house furnishings" (except, of course, furniture and carpets), bric-a-brac and a long list of other wares are carried in full stocks.

The publicity department of both establishments is carried on an extensive scale. The hundreds of small, neat cuts of each, by means of which the stock is opened up to the view of the public, are familiar to the readers of the papers of Buffalo and tributary territory. In addition to this, catalogues are distributed throughout the Buffalo territory, which aid in bringing a great deal of business into these stores. It has taken many years to develop these enterprises up to the present dimensions. The owners have turned the current of trade in Hardware their way, though there is no lack of flourishing Hardware concerns in the surrounding towns.

Some one has said that every man is either a hammer or an anvil. Action, positiveness is the hammer. The negative, passive quality—mere receptivity—is the anvil. Every Hardware man, in city or country, whether he is beset by department store or mail order competition, should adopt the "hammer" end of this theory—hammer on correct stock keeping, hammer on good windows, hammer on polite attention to customers, prompt deliveries and effective advertising. Then he can be assured that somebody else is the anvil.

REVIVAL OF TRADE IN SOUTH AFRICA.

After a long period of depression, business prospects in the South African colonies are much brighter. Dr. Jamieson in a recent speech said: "The depression was only temporary, and from the present situation there is every prospect of a better state of things." On all sides are evidences of a revival of business. The *Export Gazette* says: "The accumulated stocks of merchants have been considerably reduced and larger and more frequent orders are reaching manufactures. The banks are continually opening new branches all over South Africa; the mining companies are doing their utmost to increase the present gold yield, a policy which will redound to the benefit of the whole world; and South African Governments have large schemes for railway extension on hand, and are fostering agricultural progress by developing irrigation and land settlement. Altogether, there is ample justification for the hopeful view which we have taken throughout that not only is an early revival of trade in South Africa inevitable, but that when it comes it will inaugurate a period of unparalleled prosperity more enduring than any of its predecessors."

The city government of Johannesburg is planning to spend during the next two years over $20,000,000 to provide a sanitary

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sewerage system and a long list of other public improvements.

A writer in the *Export Gazette* says that the resources of South Africa are too numerous to admit the possibility of lasting commercial depression, for not only is it rich as a gold mining country, with diamond deposits of fabulous wealth and with extensive mines of coal, iron and copper, but besides all this wealth there is the broad rolling veldt, rich in pasturage for millions of sheep and cattle, and the rich stretches of well watered land, producing with little effort fruits, grains and vegetables of both temperate and tropical climes.

In another issue of the same publication a writer says: "The volume of the United States trade with South Africa never shows retrogression. Within the period of ten years it has actually increased its bulk ten fold, and throughout increase has followed increase without a single break."

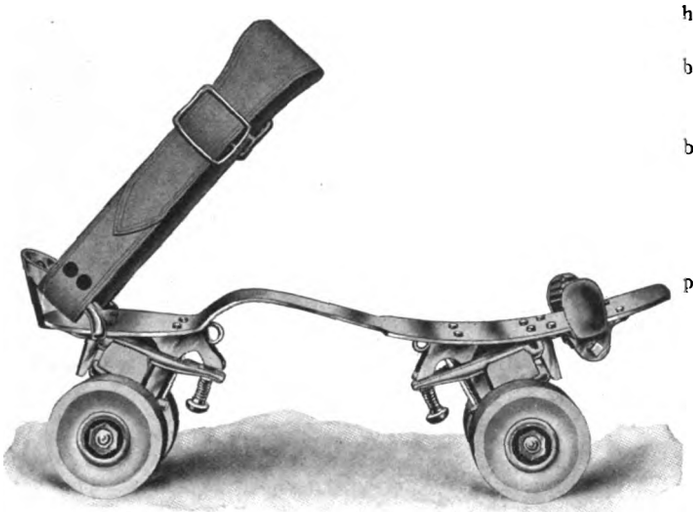
In 1894 the exports from the United States to British and Portuguese Africa amounted to $3,364,850; in 1903 to $36,978,700. Of the shipments made last year 8 1-3 per cent. were carried in British vessels, 8 per cent. in German, 6.1 per cent. in French and only 1.3 per cent. in American ships.

Among the lines of special interest to the readers of this paper are the following: Agricultural implements exported from the United States to South Africa in 1902 to the value of $398,335, in 1903 to $1,227,590; small tools in 1902 $103,035, in 1903 $220,555; locks, hinges, etc., in 1902 $236,715, in 1903 $574,-695; safes, stoves and ranges, $105,345 in 1902 and $240,020 in 1903; nails, spikes and tacks in 1902 $32,305 and in 1903 $100,920; lamps, etc., $43,560 in 1902 and $133,935 in 1903; cash registers in 1902 $9,280 and $65,035 in 1903; sewing machines in 1902 $12,205 and in 1903 $38,385.

American export trade with South Africa shows an increase of 40 per cent. from 1902 to 1903, while the increase of British trade during the same period was only 6 per cent.

HENLEY'S ROLLER SKATES.

M. C. Henley, the well-known roller skate manufacturer of Richmond, Ind., is on the market with a full line of improved roller skates, one of which appears in the accompanying illustration. The manufacturer claims great durability, together with easy and light running qualities, and, while his product in this line is far from being of recent reputation, yet the improvements made from time to time have brought them, he claims, to the greatest degree of perfection in a roller skate.



HENLEY'S IMPROVED ROLLER SKATE.

Mr. Henley was the original user of rubber cushions between the trucks and plates; his latest models, both plain and ball bearings, embrace this construction. The trucks of all Henley skates are instantly removable. He claims for the Henley skates that they are the most practical and economical ones, requiring least repairs; that they are made of the finest material throughout, symmetrical in proportions, style and finish. By the use of the rubber cushions above referred to in connection with the pressure plate, all of his skates are given the requisite tilting or lateral motion so essential to easy and graceful skating, and which desirable quality, he claims, is possessed by no other make of skates. The Henley factory is the largest one of the kind in the world, and has a capacity of 2,000 pairs of skates a day, and Mr. Henley reports that the business has revived to an astonishing extent during the past two years, until it is now approaching in volume to that of former years during the roller skate excitement between the years 1880 and 1890, and he is now confident, from present indications, that this popular movement has come to stay. Rinks are being opened in all parts of the country, and shipments of skates are being made daily, although early in the season. A new and elegant catalog has been recently issued by Mr. Henley, one of which we have just received, and which is finely printed with excellent illustrations showing his full line of roller skates, supplies, etc.

THE ATLANTIC CITY MEETING.

The approaching annual convention of the National Hardware Association and the American Hardware Manufacturers' Association, to be held at Atlantic City, N. J., on the 16th, 17th and 18th of November, promises to be a large and important gathering. The committees who have charge of the entire arrangements are meeting with great success. The official headquarters of the National Hardware Association will be at the Rudolf Hotel, although all the available rooms which can be secured at the Rudolf will doubtless be reserved by the manufacturers, as they have a fondness for the jobbers which makes it desirable for them to get in as close touch with them as possible. The committee will endeavor to see that all who apply for rooms at the Rudolf are treated fairly, whether members of the National Hardware Association or not.

The following auxiliary entertainment committee has been appointed, which will co-operate with the entertainment committee at the convention:

A. H. Decatur, Baldwin, Robbins & Co., Boston, Mass.
H. W. Waite, Ranlet & Co., Boston, Mass.
A. D. Clinch, Underhill, Clinch & Co., New York City.
Chas. H. Turner, Albany Hardware and Iron Company, Albany, N. Y.
A. J. Bihler, James C. Lindsay Hardware Company, Pittsburgh, Pa.
Felix Bahlmann, Kruse & Bahlmann Hardware Company, Cincinnati, Ohio.
Geo. W. Trout, Trout Hardware Company, Chicago.
F. E. Cutler, Cutler Hardware Company, Waterloo, Iowa.
W. M. Glass, Lee-Glass-Audreesen Hardware Company, Omaha, Neb.
O. B. Barker, Barker-Jennings Hardware Company, Lynchburg, Va.
A. B. Palmer, Palmer Hardware Company, Savannah, Ga.
Lee Richardson, Lee Richardson Hardware Company, Vicksburg, Miss.
W. D. Taylor, Geo. Worthington Company, Cleveland, Ohio.
Chas. M. Biddle, Jr., Biddle Hardware Company, Philadelphia.
Robert Biddle, Biddle Hardware Company, Philadelphia.
W. J. Parson, Seltzer-Klahr Hardware Company, Philadelphia.
Z. T. Hall, Hall & Carpenter, Philadelphia.
J. A. McKee, Merchant & Co., Philadelphia.
C. J. Riter, Riter Brothers, Philadelphia.
W. T. Gummey, Gummey, McFarland & Co., Philadelphia.
Paul A. Griffith, Shields & Co., Philadelphia.
E. S. Fogg, Supplee Hardware Company, Philadelphia.
H. F. Chorley, W. H. & G. W. Allen, Philadelphia.
J. T. Balderston, W. F. Potts, Sons & Co., Philadelphia.

THE U. S. METAL POLISH.

George W. Hoffman, 295 East Washington Street, Indianapolis, Ind., is the manufacturer of the U. S. Metal Polish which has been on the market for over twenty years, and may be said to have an established reputation. This paste removes stains, and produces a brilliancy equal to new. It has no equal, it is stated, for cleansing and polishing gold, silver, plated ware, show cases, store fixtures, brass, nickel, zinc, copper, etc. It is non-injurious to either the metals with which it comes in contact or the person using it. The paste is put up in three ounces, one pound, five pounds or in bulk at very moderate prices. Those unfamiliar with the goods may obtain a sample by sending a two cent stamp and mentioning HARDWARE. Trade discounts will be given upon application.

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JAP-A-LAC

"WEARS LIKE IRON"

JAP-A-LAC, the new wood finish, has grown in popular estimation until to-day it is the recognized superior of all wood finishes.

We have had unbounded confidence in **JAP-A-LAC** and have backed up this faith by the expenditure of vast sums of money to make it a household word in every corner of the land.

We are still spending money for this purpose and shall continue doing so.

Watch the leading magazines and exclusive women's publications and see what we are doing.

Start with the April issues of the *Ladies' Home Journal, Delineator, Designer, New Idea, Woman's Home Companion, Ladies' World, McCall's, Everybody's* and *Good Housekeeping* and many other publications, and try to realize the millions upon millions of people who each month read at least a portion of the "Story of **JAP-A-LAC.**"

Never before was a varnish product so thoroughly known. It insures millions of sales for **JAP-A-LAC,** and you will have your share of the demand.

Won't it pay you to place your order now and be ready to supply your customers' wants?

We have a specially alluring proposition for dealers and will gladly furnish information regarding it upon request.

The **GLIDDEN VARNISH CO.**

MAKERS OF HIGH GRADE VARNISHES

No. 44 Williamson Bldg., Cleveland, O.



GLIDDEN VARNISH CO.

The Glidden Varnish Co., Cleveland, O., have recently sent the following letter to the Trade announcing a change in their terms of sale after October 1.

IMPORTANT—CHANGE OF TERMS.

To the Trade:—

For a long time we have been seriously considering the subject of terms as now applied to the varnish business, believing sincerely that the condition of the markets on raw material does not justify the continuance of present terms. We have hesitated to make any change in this direction, based upon the hope that some relief from the now onerous restrictions surrounding the purchase from supplies from first hands would soon be forthcoming. Such relief is not in sight. On the contrary there have been steady advances in the prices of all raw materials, but principally Varnish Gums, Linseed Oil and Turpentine, due, for the most part, to combinations which control or limit the output. We are compelled to purchase the greater part of our supplies on thirty days' time, thus necessitating under the present selling terms, the employment of large capital that is forced to remain idle over a considerable period. We are to-day the largest advertisers in the varnish business, having reached that position through the expenditure of a large sum of money. We cannot hope to continue this work unless we are able to turn our capital oftener.

In this enlightened age, the benefits of advertising are apparent to all who read and think. We believe this course produces the best possible means for the sale of our products through the dealer. The knowledge that the present high standard of quality of our products will always be maintained gives positive assurance of satisfied customers, and it is our purpose to not only continue, but materially increase our work in giving publicity to Glidden's Varnishes.

Therefore, on and after October 1st, 1904, our terms on Jap-a-Lac and all Varnishes to the dealers' and jobbers' trade will be: "60 days net, or 2% off for cash in 10 days from date of invoice."

In the meantime, we will accept orders for shipment not later than September 30th, 1904, on the present terms, thus giving ample opportunity to all our customers to supply their wants.

We ask that you kindly acknowledge receipt of this letter on the enclosed postal, and thanking you in advance for a continuance of your business, which we assure you is appreciated, we are

Very truly yours,

THE GLIDDEN VARNISH CO.

MILLIONS OF HORSESHOES.

"Two million kegs, containing 160,000,000 horseshoes, are used annually in the United States and Canada, approximately speaking," said S. L. Martin, of Boston, who represents an iron manufacturing concern and was in New York recently.

"That was about the number used last year, and all the hue and cry about rubber shoes and automobiles is raised in the face of a constantly increasing sale of horseshoes. As a matter of fact, the use of rubber horseshoes, which is confined almost altogether to the large cities, is a help to manufacturers. The sale of the old-fashioned shoes goes on increasing, and in addition to that the manufacturers have an opportunity to make the steel portion of rubber shoes. All so-called rubber shoes have a rim of steel in them, and it is usually of better metal and gives the manufacturer a wider berth for profits than the old-fashioned shoe."

INDORSING CHECKS.

"You will notice," said a city detective, "that nearly all business men, instead of simply indorsing a check, prefix 'for deposit' with a rubber stamp and give the name of the bank. Cleveland, Ohio, merchants have learned a lesson by experience that cost one of them $600, says the *Leader*. "A man walked into a jewelry store and selected a $125 gold watch, leaving a check for $600 drawn on an out-of-town bank, with the instructions that the watch be regulated, and that he would come after it and his change a week later. On returning he was informed that his check was no good. 'Well, that's strange,' he said. 'It's the second time the bank has done that thing on me. But here's the money for your watch,' and he counted out $125 in currency and started for the door. 'Oh, yes,' he said, turning around, 'you had better give me that check.' It was willingly handed over to him. On the back was the jeweler's simple indorsement. With this the man went into the bank, got it cashed and was never heard of afterward."

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REVIEW OF THE MARKETS.

WIRE NAILS.—There is an excellent business doing, so much so, it is beginning to be difficult to obtain promptness in delivery from the mills. There is still a tendency to sell carload lots at the jobber's price to both classes of trade. The leading manufacturers manifest a reluctance to accept orders for future delivery beyond thirty days. Quotations are as follows: F. o. b. Pittsburg, 60 days or 2 per cent discount for cash in 10 days.

Carload lots	$1.60
Less than carload lots	1.65

New York.—The trade is increasing in volume from the retailers in this city and vicinity to an encouraging extent, and the merchants are buying freely in car load lots. The market is held firmly at the following quotations:

Single car loads	$1.79½
Small lots from store	$1.85 to $1.90

CUT NAILS. Association quotations are as follows: $1.60 for car load lots and $1.65 for less than car load lots, and these quotations represent the markets. Iron Nails in Eastern Territory are still quoted at the same prices as steel nails, but in territory west of Pittsburgh, iron nails are quoted in our load lots f.o.b. Pittsburgh at $1.65 with an advance of 10 cents in less than car load lots.

New York. The Cut Nail market is in a very satisfactory condition, an increased sale, with the market firm. Quotations are as follows: Car loads on dock $1.74, less than car loads on dock, $1.79. Small lots from store $1.85.

BARB WIRE: An increased demand is noticeable that is very satisfactory and good orders are forthcoming in consequence. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.75	$2.05
Retailers, carload lots	1.80	2.10
Retailers, less than carload lots	1.90	2.20

SMOOTH FENCE WIRE: With an increased demand and liberal orders, the market is moving well. Quotations are as follows, f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days.

Jobbers, carload lots	$1.45
Retailers, carload lots	1.50

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire takes the usual advances.

SHEET ZINC.—Under date of September 13 the manufacturers of Sheet Zinc announce an advance of 10 cents, making the present price $6.20 per 100 pounds, f. o. b. mill, in 600-pound casks, subject to the usual discounts.

CORDAGE.—The following prices represent the market:

	Cents per lb.
Pure Manila, 7-16-inch and larger	11½
⅜ inch	12
¼ inch and 5-16	12½
No. 2 Manila	10¼@10¾
Pure Sisal, 7-16 inch and larger	9
No. 2 Sisal, 7-16 inch and larger	7½
⅜ inch	8
¼ inch and 5-16-inch	8½
Lath, Yarn, Medium and Coarse	7½
Jute Rope, No. 1	6½
No. 2	6

LINSEED OIL.—Under date of September 22, the following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....44 cents per gallon.
In lots of 5 barrels or more.....43 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PITTSBURGH TRADE.

A very noticeable improvement in business is felt this month. There seems to be a feeling that it is time to shake off the lethargy of the past year and get things moving again on a large scale. In the coke region nearly all the ovens are being operated and quite a number of new ones being built. Among the mills great activity is noticed. The Pennsylvania Railroad is putting men to work who have been laid off for months. The drag in the steel business has lasted a little over a year, but the country at large is too prosperous to allow it to hold back longer, and we look for steady improvement from this time on. Our local exposition is now open, with good music and a good show, and is drawing our country cousins from nearby towns in goodly number. There are many people who cannot afford a trip to St. Louis, but who can and do visit this show for their annual vacation. The recent purchase by the Wabash Railroad Co. of coal property and terminal facilities at Pittsburg is an important matter, insuring large tonnage and trackage for reaching manufacturers. The Wabash has spent big money to get a share of the Pittsburg business and it cannot help but prove profitable to the road and also to Pittsburg.

LOGAN-GREGG HARDWARE CO.

THE SAGINAW TRADE.

Your favor of the 15th is at hand, and in reply would say, that different merchants of this city, including one of the directors of Morley Brothers, took three automobiles and had a ride out into the country about fifty miles to see how the crops were progressing. The party was very much surprised to see the corn so forward. Some of the fields had already been cut, and most of the fields were out of danger from frost. The potato crop looked well, and the apple crop seemed to be very large. The sugar beets looked better than ever before, and they claim there is more saccharine matter in them than heretofore. There have been rains enough to keep the pastures and fields green, and the cattle look slick and fine. We went through quite a dairy country, and the butter and cheese factories showed that there was a good deal of business done in those lines. The farmers are waking up on the question of good roads. This part of the State has had poor roads, but they are generally improving them, and part of the way we went over good stone roads. The best thing that could be done for our country would be for the United States and the States to help along good roads. Whatever money is spent for good roads is a good investment. The wear and tear on horses, harness and wagons costs more in the end than the money put into good roads. I understand in Sweden every farmer has to keep the road in front of his farm in good order, same as a lot owner in a city has to keep up his sidewalk. The brains of the country should try to get up some system by which good roads could be had through the entire United States. The country we went through yesterday, twenty or twenty-five years ago was covered with timber. Now the timber is all gone, and fertile farms are in its place. Trade is not as good as it was last year, and collections are slow, but when the farmers sell their crops this fall we anticipate a normal business.

MORLEY BROTHERS.

THE MINNEAPOLIS TRADE.

Realizing that the crop situation in the Northwest would naturally be of interest to the country at large and particularly to manufacturers, we enclose herewith copy of an editorial from the *Minneapolis Journal* of the 12th inst. that gives a summary of the situation very much better than we could possibly do:

"The partial failure of the wheat crop this year is said to have created some apprehension in the East as to the business outlook in the Northwest. That mistake is due to two things: One is that some people have not yet learned that, while Minnesota is the greatest wheat State in the union, wheat is a very small part of our total farm production. The other is that those who think the reduction of the wheat crop means less money in circulation, have forgotten that the wheat crop is short everywhere this year, and that the price is, therefore, so much higher

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that the farmers of the Northwest are likely to get more for their comparatively short crop than they ordinarily get for a full one. Last year the wheat crop of Minnesota was estimated to have been worth to the farmers approximately $49,000,000. The yield was about 70,000,000 bushels. This year's crop, on account of the peculiar conditions, cannot now be closely estimated, but is expected to reach 60,000,000 bushels; for, in spite of the injury done in some quarters, it must be remembered that the damaging causes were not in operation early enough to seriously affect the yield in the southern portion of the State, where there is a lot of very fine wheat. There is sound reason for believing, therefore, that this year's crop, at the high price which it is sure to command, will sell for more money than last year's. Last year the value of other field crops—corn, oats, barley, rye, hay, potatoes and flax—was estimated at $62,000,000. This year these crops appear to be better than last year. So that, notwithstanding the loss in the number of bushels of wheat grown, it is still probable that the value of the field crops of the State will exceed last year's. This State produces annually in domestic animals, dairy products, poultry and poultry products, approximately $40,000,000, and according to government crops, ranks fourth among the States of the union in the value of all farm crops. Wheat, although an important crop, it will be observed by these figures has ceased to predominate as in earlier years, the other farm products having increased enormously in quantity and value. A state in which diversified farming and the use of the most intelligent methods in vogue has been brought into play, as they have been in Minnesota, is no longer disturbed by a partial failure of one crop, especially when prices are so enormously high for the diminished quantity of that crop as is the price of wheat at this time. And what has been said of Minnesota in this connection is true in the main of the Dakotas."

We might add that the facts as we learn them from different men in the grain trade practically coincide with the situation as outlined in this article. We asked several of the grain men if the farmers had to any considerable extent sold their wheat. The question being whether they were to receive the benefit of the high prices prevailing or whether it was going to the speculators. The general reply was that they had not disposed of their wheat, but, as the threshing is late, were waiting until they actually had the article to sell. This certainly is wise, as it seems to be quite a question as to how much each individual farmer will have after he gets through threshing. In a great many instances we learn that it proves to be better than was anticipated, while undoubtedly in as many or more cases there probably is disappointment the other way.

We still cling to our belief that this year's crop as a whole will bring approximately as much money into the Northwest as any crop ever raised, the unfortunate part of it being that it is spotted.

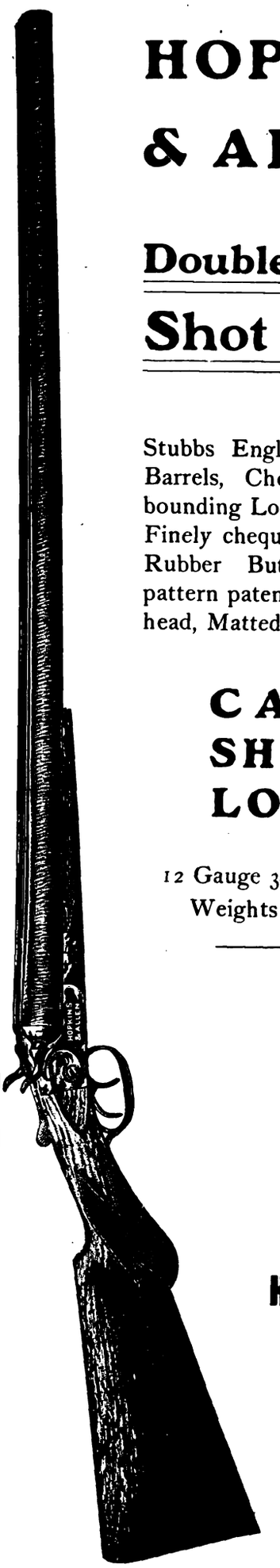
There is undoubtedly a general shrinkage in all lines of business among the jobbers and large retailers. This will consequently affect their purchases even to a greater extent than the shrinkage in sales, and this will be felt through the Spring business; but with the following values for this year's crop for the State of Minnesota, wheat, even at $1.00 per bushel to the farmer (cash wheat is selling at about $1.25 Minneapolis now), according to this article 60,000,000 bushels value $60,000,0000, and taking other grain at last year's valued $62,000,000; domestic animals, dairy products, poultry, etc., $40,000,000, making a total of $162,000,000 from this source alone *for the State of Minnesota*. We are not in such terrible shape as some people in the East seem to apprehend. Probably the States of North and South Dakota together will show up an equal amount. Yours truly,

W. K. MORISON & Co.

THE DAVENPORT TRADE.

Small grain is all harvested and the crop is satisfactory both in yield and quality. The tonnage of hay is below the average, but quality is superior. Corn is rapidly maturing, and if the frost holds off until the eighth of October, which the records show has been the average for thirty years, there will be an exceedingly large crop. Money is scarce and collections are consequently very slow. Sales are approximately what they were a year ago, but there is apparently no snap to business. Prices are fairly well maintained and there are no important changes to record.

SICKELS, PRESTON & NUTTING Co.



HOPKINS & ALLEN

Double Barrel Shot Guns

Stubbs English Twist Steel Barrels, Choke Bored, Rebounding Locks, Pistol Grip. Finely chequered stock with Rubber Butt-plate. Purdy pattern patent fore-end, Dolls head, Matted.

CAN'T SHOOT LOOSE

12 Gauge 30-inch Barrels. Weights 7¼ to 8 lbs.

PRICE $16.50

BEST GUN VALUE

Hopkins & Allen Arms Co.

NORWICH, CONN.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

THE ST. PAUL TRADE.

Business is fairly good, though our average crop is not as large as we expected it would be; on the other hand, prices are higher and the net result to the farmer will be about equal to other years.

The steadiness of prices pleases us and satisfies the trade that values will not undergo a series of declines.

There is some demoralization in the wire and nail market, and which will, without doubt, steady itself in time. Rumors of advances are in the air, and are caught up by some buyers, with the result that they are anticipating the future by buying now. Our opinion is that no loss can result on such a purchase, though there may be no money made. It seems a safe purchase with the speculative element of a possible advance.

HACKETT, WALTHER, GATES HARDWARE CO.

THE COLUMBUS TRADE.

This is the time of the year for cutting corn and husking pumpkins, and it is being done with a vengeance all over the State. We have had a few light frosts, but no serious damage has been done. Trade is really good and dealers are anxious to have their goods in stock early so as to not lose any business. Manufacturers are slow in making deliveries, which indicates one of two things, either a heavy demand or lack of preparation to take care of orders. A number of articles are being sold without profit by jobbers in Ohio territory. No doubt this condition prevails in other sections. Jobbers get out of their geographical territory and offer premiums for orders, and that forces others to meet unprofitable prices with the result of an unsatisfactory showing at the end of the year; but we must do something to keep us out of mischief, and the hardware business will do it. The writer visited the great Fair at St. Louis and was well repaid for his trip. It is certainly a great exhibit of the ingenuity and resources of the world. It is also a great educator in many ways, especially as to foreign products. France, of course, leads the world in fine costumes. No doubt many a lady gazed with envious eyes at the beautiful gowns and cloaks, and imagined how beautiful she would look arrayed in one of them. Japan's exhibit of needle work was wonderful; but it takes the United States to produce the really useful things. And when it comes to machinery, agricultural implements, the minerals and grain, all foreign countries must go way back and sit down. I remarked to a companion, that we can get along very well without Paris gowns and Japanese needle work, but we cannot do without corn, wheat and potatoes. The exhibit of the timber from the Philippine Islands is wonderful. I doubt if many people in this country know that these islands have the valuable forests that are there. No doubt fortunes await those who embark in the exportation of lumber from those islands, providing they can guard against malaria and mosquitoes. I am not so sanguine as to manufacturing projects, unless it be a Tom Tom and Dog factory. No doubt the demand from the Igorrote Tribe in those two products would be large, but the market might soon be overstocked, as the trade would be confined to Northern Luzon. It is an interesting study to visit the various tribes, and it is hard to believe that some of the customs of the tribes are continued. Still, when you come to think of it, we have some tribes of Indians in our own civilized country that are not much better. We have the snake eater Indians, with their Tom Tom dancers and barbarous practices. One would naturally think that having been in touch with the civilized world for nearly a century, they would discard the barbarous customs; but instead, they cling to them like a pup does to a root. It is not surprising, then, that foreign tribes who have never had the chance of imitating civilized people still cling to old customs. It remains to be seen whether they will become civilized under the tutorage of Uncle Sam. I think they will. The Philippine Constabulary is composed of as an intelligent looking body of men as you will see any place. They are medium size, erect, elastic, with fine heads and features. If they are fair representatives of the better class of Filipinos, the United States may well feel proud of its new acquisition. It is to be hoped that our new countrymen will meet our most sanguine expectations.

THE SMITH BROS. HARDWARE CO.

THE PHILADELPHIA TRADE.

It is pleasant to report an improvement in trade during the last two weeks, and we cannot feel that it is due to any special cause, but to a general feeling that the underlying conditions in the country are sound; that crops are satisfactory, bringing high prices, that labor is much more anxious to get to work in advance of the coming cold weather; and that the political presidential pot is doing less boiling than for many years. All of these facts tend to put business on a better footing, and this is being shown by an increase so far this month to the volume of trade. Prices are without material changes, although there are now indications that some goods which have been selling at extreme figures may reach a high level in the near future as manufacturers claim, and apparently with justice, that they are not coming out whole. There is no reason to anticipate a boom in prices, but there is hope that there will be a fair trade during the balance of the year, and that a dealer's stock may be worth as much on January first, 1905, as it is to-day.

BIDDLE HARDWARE CO.

♣

The R. D. Cone Co., of Winona, Minnesota, have closed out their Heavy Hardware Stock and will discontinue that line of business. This company will devote their time to the sale of Shelf Hardware, Tinware, Tinner's Stock, Paint, Glass, Wire and Nails, Fencing, Sporting Goods, Cutlery, Ammunition, Fishing Tackle, and other lines shown in their general catalogue issued to the Hardware Trade. This is the oldest Hardware firm in Minnesota, having been established by Royal D. Cone in 1855.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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OUR BRITISH LETTER.

(By our Special Correspondent.)

London, Sept. 13th, 1904.

ASSOCIATION WORK.

During the past few weeks the Hardware trade in this country has enjoyed a rest from disturbing elements and business men have been very apathetic in their movements. It has been holiday season and ironmongers and their customers too have been away from home. The reports of recent ironmongers' association meetings show that the indifference has been temporary, for the gathering of the clans has now commenced in earnest, and good work may be expected from the more enthusiastic associations during the winter months. The London & Suburban Ironmongers' Association holds its annual general meeting to-night and from the agenda paper it is evident some prominent matters will be brought forward. James Pollit will read a paper dealing with Price Maintenance, with which subject he is so familiar. He is commonly called, the Apostle of the System, for the carpet sweepers made by the Bissell Carpet Sweeper Company, of which he is manager in this country, were the first price maintained goods handled by British ironmongers. Since its introduction price maintenance has grown and spread right and left, it has dealt many blows to price cutting and on evil which had grown to gigantic proportions. A few years ago it was quite a common practice for large Stores and some of the larger trading establishments to seize upon some one article that had become popular, either through its special merit or the extensive advertising bestowed upon it, and boom it. That is to say cut down its price to such an extent that the ordinary tradesman could not sell it at a profit, and thus the large storekeeper, caring nothing for the profit on this one particular line, built up a reputation for low prices and obtained customers in a manner not particularly favorable to either the store-eepers or those manufacturers who assisted in the scheme. A fixed minimum price has been a boom welcomed by all traders, and especially by ironmongers who were severely hit. Probably the present attack on the system, and the rather unexpected set back will in the end be beneficial, as it will tend to rouse the trade to the importance of price maintenance. The case of McGruther vs. Pitcher recently abjudicated upon in the Court of Appeal, in which it was decided that the rubber heels under consideration could be sold by A to B under certain stipulations and conditions which could not be made to "run with the goods;" and passed on from B to C; that is to say, C could not be held responsible to A under which B agreed to handle them. Somewhat different powers may be for the conditions exercised by patentees, who may sell goods under license and attach certain conditions to them. However, the special conditions of the case under dispute are not parallel with those under which the majority of goods sold by ironmongers are handled; but some of the issues raised point to the need for specific agreements and clear conditions binding the actual retailer. The matter is now engaging the attention of Hardwaremen and the paper prepared by James Pollit will doubtless treat in an able manner with the entire question.

EXHIBITIONS ALLIED TO HARDWARE.

In addition to Exhibitions directly covering the ironmongery trade there are many now held in London and local centres which have a strong influence upon the development of sidelines and the growth of different branches of trade closely allied to ironmongery. Among forthcoming exhibitions the Dairy Show which is to be held the first week in October at the Agricultural Hall, London, will be interesting to country ironmongers and the exhibits of separators, dairy utensils and modern appliances whereby the value of the products of the dairy can be enhanced, will be carefully examined. Most of the usual British exhibitors will be present, as well as several American firms who are firmly establishing themselves in this country.

The "National" and "Stanley" Cycle shows will be held in November, and they will contain some capital exhibits of motor cycles and cycles, as well as numerous new accessories. British ironmongers have taken up the sale of motor and cycle appliances, accessories, and sundries required in their up-keep, and are consequently much interested in examining the latest developments in this branch of business.

Some interest is shown in connection with the International Gas Exhibition, which is to be held at Earl's Court, London, in November and December. Many of the best makers of gas plant, stoves, cooking, and lighting contrivances have taken space and I understand there is every prospect of a good show. The encouragement of technical knowledge and practical artistic development is a marked feature in all modern work, and present day schemes for the betterment of the trade. One hundred pounds in prizes is to be given in competitions open to artists and craftsmen for new and artistic fitments.

OPENINGS FOR NEW TRADE

Manufacturers are looking out for trade openings in foreign countries and colonial markets. From the Consular reports which reach this country there are several good openings for British merchandise, and, incidentally, for American also. In Sweden there is a brisk demand for better implements and machines. Some of the London shippers are sending mixed consignments to Scandinavian ports, including some implements of American make. The Spanish markets present good prospects for makers of tools and cutlery, and electric lighting plant is called for. The Roumanian peasants want cooking and heating stoves; self-contained appliances are appreciated, also portable heating arrangements. Russia continues to be an excellent ground for makers of implements and machinery and there is some demand for small articles. It is curious that the question of bad packing always crops up in connection with the export of mixed consignments, and foreign merchants extol the excellent methods adopted by American makers. The smart appearance of American Hardware coupled with the first rate systems of packing, resorted to go a long way towards recommending it to the dealer and helping on its sale.

THE NEW EARLY-CLOSING ACT.

The Early-Closing Act recently passed in this country is likely to be hailed with satisfaction by many retailers who reside in districts where a few persistent traders have hitherto been in a position to force others to keep their shops open longer than was either necessary or expedient. The long hours small traders have been in the habit of keeping their establishments going has told upon their assistants, and complaints of discontent have frequently prevented good work and crippled the best energies of those upon whose efforts the proprietors are, to a certain extent, dependent. The Act to provide for the Early Closing of Shops, stripped of its legal phraseology, provides a means whereby a given proportion of traders after satisfying the local authority of its expediency, can procure from the central authority an order making it compulsory for all others of the same trades to close their shops not later than a given time. Provision is made for stores and mixed shops and an order may be made only to apply to the particular branch of trade affected. Fairs and bazaars for charitable purposes are excluded, and provision is made for special conditions of trading. Seven o'clock in the evening on ordinary days is named as the earliest time for a compulsory order but a half-closing day with an order for "putting up the shutters" (to use a phrase which can now be applied in a literal sense in but few cases) at one o'clock on one day in every week may be made. Birmingham is the first large city to appreciate the new Act and the traders in that busy centre are anxious to apply it with all speed, for in many parts of Birmingham there appears to be little or no agreement among the different trades and still less among individual traders. The Birmingham Ironmongers' Association is already becoming a power in the Hardware world and is doing good work in uniting together Hardwaremen and promoting concerted action.

SMART ADVERTISING.

We are often refreshed by the sight of American literature and look with pleasure upon the successful methods of up-to-date Yankee advertisers. Pictorial advertising has always been favored "on the other side" but the bright picture scenes which convey in a more or less distinct form reference to business did not find favor in this country for many long years. Some smart pictorial advertisements of British origin are now well known, but until quite recently few ironmongers thought it worth while to use picture blocks, either on their stationery or in their local advertisements. Times change rapidly and ideas change with them. The picture postcard now so great an institution has done much to revolutionize advertising—especially small advertisements the scope of which was always limited. Ironmongers—not isolated cases, but in many instances—are sending out views and pictures of their establishments and distributing them broadcast.

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GET IN LINE---SELL

ARMY AND NAVY

LIQUID GLUE

A 20TH CENTURY LIQUID GLUE

Increase Your Sales **Increase Your Profits**

The Best and Strongest Glue that Money, Experience and Brains has produced. **NOT A FISH GLUE.** A Pure Animal Glue. The only Animal Glue in Liquid Form made.

THIS GLUE will not Sour, Mold, get Brittle, Brash or Crumble.

STANDS MORE HEAT AND COLD. SMOOTH AS OIL. MORE EASILY APPLIED THAN OTHER GLUES. ALWAYS READY FOR USE.

Does More Work



Does Better Work

All size Cans—no Screw tops, Friction tops—easy to open and close. Every drop can be used.

YOU WANT THE BEST GLUE. WE MAKE IT.

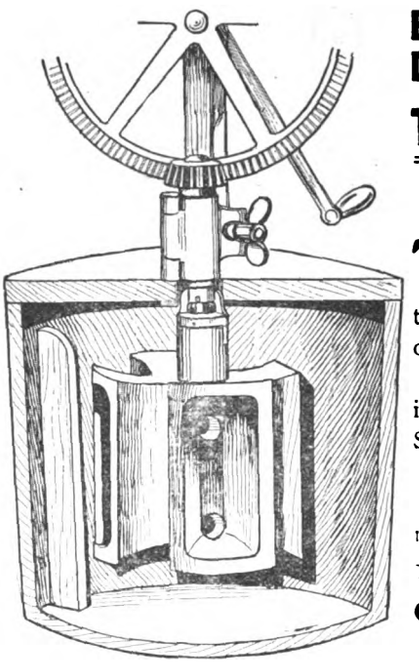
Let us quote you prices. Can we send you trial order?

WACHTER MFG. COMPANY, BALTIMORE, MD.

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ONE

Butter in a Minute



BUTTER OF THE FINEST QUALITY IS PRODUCED IN SIXTY SECONDS by the use of

The One Minute Churn

PROTECTED BY 57 PATENTS

THE only perfect milk and cream aerator churn in the world, making the best granular butter from sour or sweet cream in less time than any other churn.

Construction perfect in every detail. All parts interchangeable and carried in stock. Easy to run. Seven sizes, holding 1 quart to 13 gallons.

For farm and family use.

Special offer, good for 90 days. Catalogue on request. Mention Hardware.

Cable Address: "Minute" or "Murphite" New York

The One Minute Churn Co., Inc.

MANUFACTURERS AND EXPORTERS

I. M. MURPHY, PRESIDENT

9 OLD SLIP NEW YORK, U. S. A.

The **SMITH**

R. F. D. MAIL BOXES

APPROVED BY THE POSTMASTER-GENERAL

Superior in workmanship and material, giving complete satisfaction to dealer and customer.



Equipped with Smith's Flag Signal, which raises itself with the door and is lowered on removal of the mail. On either side of the signal is a beautiful flag, in colors.

Also equipped with an Automatic Spring Hasp which holds the door firm so that no wind storm can blow it open. Handsome in appearance, substantial, and operates perfectly. It is water-tight and weather-proof. Made of extra heavy galvanized sheet steel. Size, 7 x 18 inches.

Write us now for complete information and prices.

SMITH BROS. MFG. CO.

257 to 261 S. Meridian St. Indianapolis, Ind.

246 E. Kenzie St. Chicago, Ill.

THE MERCHANT WHO TRAVELS.

The merchant who grows in power and influence, whose business expands in volume and increases in net revenue is the man who is on the alert for new ideas and who has learned where to secure the ideas which are new and worthy of his attention. While claiming great virtue for the trade paper in this regard, one must recognize that in travel lies the greatest possibilities for the business man desiring to come into real contact with the world he is especially interested in. We are all imitators, more or less. But unless we can see or hear of the best things, we cannot incorporate them into our own experience. It has become a time-worn debate whether travel or reading is the more educative. But the business man is under no necessity of arguing this point. The best reading will be almost delivered at his door, as he desires. He should, however, not be content with that, but should, as often as practicable, visit the great centres of life, of business activity. And when he does so, he should lose no opportunity to absorb hints and suggestions likely to be of value to him when he is back to work.—*Hardware and Metal.*

"ECLIPSE" AND "ST. LOUIS"

STANDS and LASTS;

Positively the best on the market.

FOR SALE BY JOBBERS.

Well Wheels. Hay Fork Pulleys, Tuyere Irons, Post Mauls, Sash Weights.

Write for Catalogue.

JOHN C. KUPFERLE,

St. Louis,

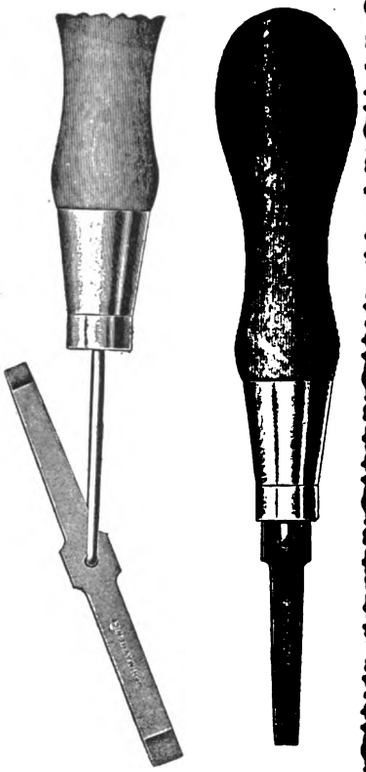
ESTABLISHED 1857.



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Mayhew Teels

are constructed under the scrutiny of most successful makers of small tools. That's why



No. 710 Double End Screw Driver

is as strong as any single blade screw driver.

Blade pivoted in centre; either end can be used by pushing the other into a malleable iron socket.

Twisting impossible. No detachable parts.

H. H. MAYHEW CO.
SHELBURNE FALLS,
Mass., U. S. A.

The
IRISH MAIL

Is a business proposition to the dealers and is Handled by

THE LIVE ONES

Advertised for the dealers benefit.
Stoutest, neatest and best Car made.

SELLS AT SIGHT



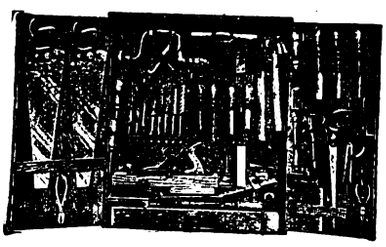
"GEARED FOR SPEED"

A feature that is a salesman.
We tell everything in our catalog.
Write today.

STANDARD MFG. CO.
No. 566 Chase St.
Anderson, Indiana, U. S. A.

TOOL CHESTS

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use: also Tool Cabinets.



Eureka Tool Cabinet, No. 2.

Machinists' and Pipe Fitters' Empty Tool Chests.

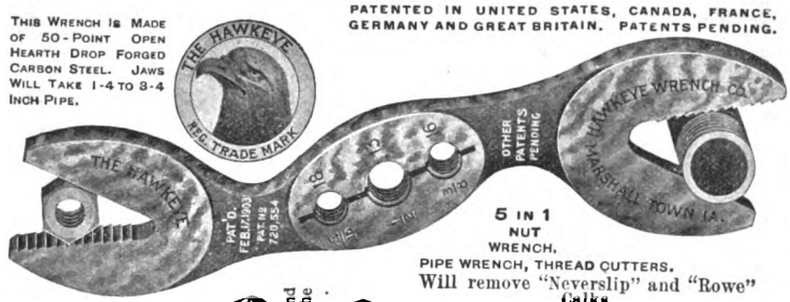
Agents for Steel Tool Chests.

Send for latest catalogue.

AMERICAN TOOL CHEST CO.
200 W. Houston St.
New York, U. S. A.

THIS WRENCH IS MADE OF 50-POINT OPEN HEARTH DROP FORGED CARBON STEEL. JAWS WILL TAKE 1-4 TO 3-4 INCH PIPE.

PATENTED IN UNITED STATES, CANADA, FRANCE, GERMANY AND GREAT BRITAIN. PATENTS PENDING.



5 IN 1 NUT WRENCH, PIPE WRENCH, THREAD CUTTERS.

Will remove "Neverslip" and "Rowe" Cakes.

The Best Wrench Made.

The easiest selling wrench on the market

Ask for prices and discounts.

Best Wrench Made For Automobiles

Has More Uses Than Any Wrench Made

No. 200 Regular
No. 600 Pump Wrench
No. 400 same as No. 200 only full Nickel Plated



HAWKEYE WRENCH CO.
MARSHALLTOWN, IOWA

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS

For Sale by all Hardware jobbers



Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

The Russell Jennings Mfg. Co., Deep River, Conn.

PELOUZE SCALES

ARE THE STANDARD FOR

ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP

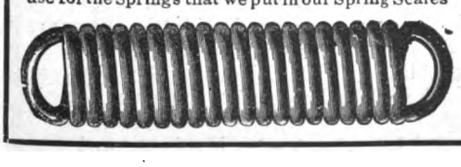
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE

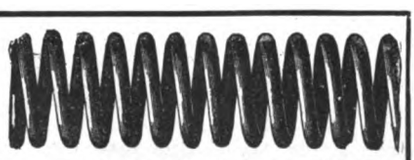
No E 90 AS SHOWN 24 Lbs.
No T 90 WITH TIN SCOOP.
No 92½ BRASS DIAL, TILE TOP.

PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES CHICAGO.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.



THAT NAME
"ANDERSON"
has been stamped on tools during the past
33 YEARS
It's worth rembering the next time you order
COLD CHISELS,
CEMENT WORKING TOOLS
or STONE CUTTING TOOLS If you want the best.
The "Anderson" COLD CHISELS are meant for customers who require an extra high grade tool.
Neatly packed in boxes.
PRICES ?
W. H. ANDERSON & SONS,
CONTRACTORS' TOOLS
21-31 ST. AUBIN AVE.
DETROIT, MICH.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incoporations, Etc.

Auburn, Ind.—The Culbertson Hardware Company has been incorporated; capital, $7,000; directors, Hugh R. Culbertson, Frank E. Draggoo and Robert D. Welsh The new corporation has bought out the stock of Culbertson & Boland, a Hardware concern that has been transacting business here for twenty years, and will carry on the business in the same room.

Calumet, Mich.—About October 1st, Michael Johnson, of Pine Street, and owner of the Johnson block, will open a Hardware store in his block. He contemplates putting in a medium stock at first, but as the increase of business warrants it, the stock will be increased. For the first few months Mr. Johnson will take an active part in the business, but when it has been fully grasped by his son, M. Johnson, Jr., the latter will have sole charge.

Chester, Pa.—The Paiste-Harper Hardware Company, of West Third Street, has been incorporated and is now ready for business.

Davenport, Ia.—Henry Wiese is erecting a new Hardware store.

Green Bay, Wis.—The Wisconsin Hardware Co. has been incorporated. The incorporators are: Mitchell, Joannes and Frank E. Murphy, of Green Bay, and A. E. Winter, of Oshkosh. The new company has a capital stock of $200,000, which is to be entirely paid up, and is organized for the purpose of purchasing the wholesale business and establishment of the Gotfredson Bros. Hardware Company, of this city. Morley Bros., of Saginaw, Mich., now operating extensive establishments at Saginaw and Chicago, are the heaviest stockholders.

Lebanon, Mo.—Bantley Bros. Hardware Company has been incorporated; capital stock, $36,000, all paid. Incorporators: O. G. Bantley, C. H. Bantley and R. E. Bantley.

Los Angeles, Cal.—The Great Western Stove and Hardware Company has been incorporated with a capital stock of $50,000. The directors are: G. B. Lewis, J. Sanders, Mamie Reynolds, Jennie B. Lewis and Mary Washington.

Newark, N. J.—Johnson-Mandeville Co. has been incorporated, with John D. Mandeville, agent, at 496 Broad Street; general Hardware business; capital, $50,000. Incorporators: Walter T. Johnson, 778 High Street, Newark; John D. Mandeville, 93 Sherman Avenue, Newark; Florence M. John, 778 High Street, Newark; Albert C. Mandeville, 93 Sherman Avenue, Newark.

Newport, Me.—R. H. Dyer has opened a new hardware store on Water street, wih Harry Merrill as manager.

Portland, Ore.—The Merges Hardware Company has been incorporated; capital stock, $5,000. Incorporators: N. C. Merges, J. P. Wentz, E. E. Merges.

Portville, N. Y.—C. F. Townsend, of Ischua, will shortly open a new Hardware store in this town.

San Antonio, Tex.—The Bond Hardware Company, of San Antonio, Houston, Cameron and Del Rio, capital stock, $125,000, has been incorporated. Incorporators: John H. Bond, Jr., R. H. Wester and N. K. Tracy, all of San Antonio.

Steubenville, Ohio.—On September 15th J. D. Owens opened a new Hardware store.

Changes.

Ashland, Ky.—The Foster Hardware Company, of Huntington, W. Va., have completed preparations for opening a branch house of their company, and are now ready for business.

Ashtabula, Ohio.—The Hardware firm of Mack & King, heretofore doing business at 227 Bridge Street, dissolved partnership August 1st, the said Louis Mack having assumed all debts, and all credits will be paid to him.

Aurora, Ill.—J. G. Eck, of the firm of Eck & Co., has purchased the interests of his partner, Robert Bennett, in the business in South Water Street. The firm, which has been dealers in farm implements, well drilling, etc., will hereafter be known as J. G. Eck & Co., as before, but Mr. Eck will be sole proprietor.

Bedford, Pa.—John W. Imler has sold his Hardware store to A. M. Myers, of Johnstown, who made the purchase for the Myers Hardware Company. The new firm took charge at once.

Birmingham, Ala.—J. D. Hanby, Hardware dealer, has arranged to open a branch store at Ensley on October 1. Ellis Burwell, who has been with Mr. Hanby since the latter began business here, will have charge of the Ensley store.

Brooklyn, N. Y.—M. S. and P. C. Brown, of 5 Myrtle Avenue, have added a stock of Hardware to their electrical supply and repair and locksmith shop

Cincinnati, Ohio.—The Rhonde-Aufdem Kampe Company has changed its name to the Hudepohl Hardware Company. Julius Rhonde is president.

Congerville, Ill.—Mr. Meikelberry has sold his Hardware and Implement store to Frank Marshall.

Cornell, Ill.—Wibbenhost & McVay have sold their Hardware business and building to Miner Bros.

Dillon, Kan.—J. C. Nusz has sold his Hardware business and intends removing to Woodbine.

Dunlap, Ia.—A. L. Rule has just completed a brick building to replace the frame structure, to be used by him for his Hardware store.

Guthrie, Ill.—H. W. Lenermon has purchased the Hardware store of W. Wilson, and will take possession January 1.

Havensville, Kan.—The large Hardware and implement business of Grover & Johnston, at this place, changed hands on August 24th, the business having been sold to Fred. Day, of Onaga, Kan. Mr. Grover becomes the owner of Mr. Day's $16,000 farm. Mr. Johnson gets real estate in exchange for his interest also.

Houston, Texas.—Mrs. M. Schultz has sold her stock of Hardware to Yerger, Hill & Son, who have moved it into their business house on Main Street.

Jacksonville, Fla.—A fifty-thousand-dollar deal was consummated in this city recently, when the Marion Company purchased from S. B. Hubbard & Co., of this city, the later's Ocala branch store, including all the stock and fixtures. For many years the Hubbard Company has been conducting an extensive branch business at Ocala. The Marion Hardware Company was organized about a year ago, and has been enjoying a great and rapidly growing trade in that part of the State. The officers of the Marion Hardware Company are: Horace Hall, president; T. C Hall, vice-president; L. J. Knight, secretary and treasurer. The new firm has increased its capital stock to $60,000 in order to take in the business which was purchased.

Joplin, Mo.—Joe E. Hall has sold his Hardware store interests to his partner.

Lapeer, Mich.—W. S. Bolton, who has been in charge of the Lapeer Hardware Co.'s store for several years, has bought out a Hardware store at Clifford, the only one in the place, and will close up matters here and remove to Clifford in about thirty days.

Los Angeles, Cal.—C. F. Moore has commenced work on a two-story business block on Myrtle Avenue, which, when completed, he will occupy with his Hardware business.

Louisville, Ky.—The Belknap Hardware and Manufacturing Company have purchased from Goddard & Co. the real estate on Washington Street from Second to Snead, where the Goddard warehouse was located provious to the recent fire. The price paid was $20,000. The property has a frontage of 190 feet. It will be utilized by the Belknap Company for extensions for its business.

Mercer, Pa.—Miller & Bastress, Hardware dealers, have purchased from W. W. VanEman a large lot on Broad Street, and will erect a two-story brick storeroom, which they will use for their business. The building is to be completed by January 1, 1904.

Moline, Ill.—Emil Astlund has purchased the stock of stoves and Hardware formerly owned by A. Colberg and will conduct a store in the old stand, 519 Fourteenth Street.

Newburyport, Mass.—William Holker, Hardware merchant, will short'y remove to his old stand in Market Square. He will occupy all three floors of the building. In his new store he will have 4,000 feet of floor space on each floor. He will continue to carry a large line of general Hardware, farming implements, stoves and furnaces, also a full line of kitchen furnishings. Mr. Holker has been in business in this city for thirty-two years.

Oakland, Cal.—S. Phrophy has moved his stock of Hardware from his old location, on Fourteenth Street, to the California Bank, on Twenty-third Avenue.

Omaha, Neb.—Ed. A. Duquette has removed with his family from Chicago and will relocate here. He has purchased an interest in the P. C. DeVol Hardware Company and will take an active interest in the conduct of the business.

Paris, Texas.—The Blakeney-Brooks Hardware Co. has increased its capital stock from $50,000 to $100,000. The company handles Hardware and mill supplies at wholesale exclusively.

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Uniform Impression
Perfect Alignment.

--Don't embarrass
--The other
--Fellow by asking
--Him if he is
--Able to furnish
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The
Hammond Typewriter Co.
Factory and General Offices
69th to 70th Streets and
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Talking points sell goods, but if you depend entirely on the power of words to sell doorhangers the chances of sale are much less in your favor than if you had before you a full size display model Bischoff Doorhanger. Then you can indicate its ease of attachment, no cutting of door necessary, its great strength, supporting a weight of 2,200 pounds, and the angle shaped track which prevents clogging from dirt, snow or ice. Your customer sees with his eyes not his ears. It's the practical demonstration of these special features that sells Bischoff Doorhangers.

This piano finished display model doorhanger sent free with one dozen prs. of Bischoff Doorhangers, sent f. o. b. your city for $8.75 per dozen. Track 6½c. per foot.

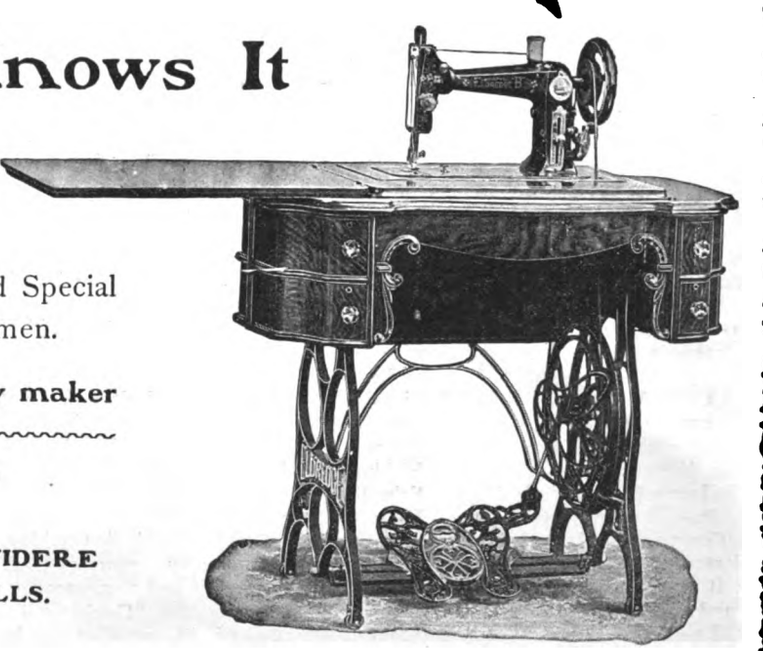
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Grand Ave. and Robey St., Chicago, Ill.

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"The Eldredge"

Everybody Knows It

and Respects It



We have an entirely New and Special proposition for Hardwaremen.

Write for it **It's a money maker**

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"The Eldredge" **BELVIDERE ILLS.**

NATIONAL SEWING MACHINE COMPANY

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Ashville, N. C.—The Mountain Steel Range Company has been incorporated for the manufacture and sale of stoves and ranges. Capital, $50,000. The incorporators are: W. A. Boyce, W. C. Carmichael and H. B. Proffitt, all of Asheville.

Bainbridge, Ga.—The Bainbridge Hardware Company will soon have their own building completed and the machinery set and ready for work.

Camden, N. J.—The Ruppman Door Holder Company has been incorporated. Capital, $50,000. The incorporators are: William D. Hewitt, Burlington, N. J.; Frank W. Ruppman, George V. Lovott, John H. Mitchell, Aloysius J. Mitchell, Jacob Mitchell, Jr., all of Pennsylvania.

Camden, Pa.—The Flag Stove Works has been incorporated with a capital of $20,000.

Canastota, N. Y.—The Patten & Stafford Company has been incorporated, with a capital of $50,000, to manufacture agricultural implements. The directors are: William H. Patten, Elmer L. Mason, L. C. Milburn, Milton Delano and Kirk B. Delano, of Canastota.

Chicago Heights, Ill.—The Columbia Tool Steel Company has closed a contract for the location of its works in Chicago Heights, and will at once begin the erection of several large buildings, including a two-story office building, all of which will be of steel, brick and stone construction, the main building being 75 feet wide by 650 feet long. The works will be equipped with new machinery throughout, and the work of erecting machinery will be pushed forward as fast as possible. The officers of the company are: E. T. Clarage, president; Frank Matthiessen, vice-president; Alexander Peterson, secretary, and M. H. Kilgallen, treasurer. The plant will give employment to many skilled mechanics and a large number of unskilled workers. The company will manufacture tool steel and other high-grade steel products.

Chicago, Ill.—The Thomas Wrigley Company has been incorporated. Capital, $2,500. Manufacturing machinery, tools and supplies. Incorporators: Thomas Wrigley, Samuel W. Packard, Charles F. Nessel.

Clyde, Ohio.—The Clyde Cutlery Co. has been incorporated with $30,000 capital stock.

East Norwich, N. Y.—Oscar Mayer & Wiese Scale Company has been incorporated. The capital stock is $1,000, and the directors Oscar Mayer, Vally H. Wiese, and Otto C. Wiese, of New York City.

Ft. Payne, Pa.—The Ft. Payne Stove and Foundry Company has been incorporated. Capital stock is $25,000. The incorporators are: B. J. Allen, W. C. D. Cook, S. B. Stone and J. B. Haralson.

Harrisburg, Pa.—The E-Z-Up Manufacturing Company has been incorporated with a capital of $25,000. The company will manufacture window shade hangers and other household furnishing goods. The incorporators are: John William Bowman, Cherrick Westbrook, Jr., Casper S. Shaak and Charles M. McNaughton, all of whom live in Harrisburg.

Indianapolis, Ind.—The Center Friction Pulley Company has been incorporated. The capital stock is $12,000, and the directors are: Robert C. Berry, Calvin F. Duke and Ira J. Ross.

Kittery, Me.—The George W. Bowers Manufacturing Co. has been organized for the purpose of manufacturing and dealing in machinery, tools, merchandise and other articles, etc., with $100,000 capital stock. The officers are: President, Horace Mitchell, of Kittery; treasurer, A. M. Meloon, of Newcastle.

Lexington, Ky.—A. C. Brent, of Lexington; Charles S. Brent, of Charlotesville, Va., and Harry K. Brent, of Baltimore, Md., the three sons of the late C. S. Brent, have incorporated their father's business at $25,000 capital stock, with privilege of increasing that amount at any time to $100,000. The name of the new corporation is "C. S. Brent." The purpose for which the company is organized is the "buying, selling, growing, recleaning and handling on commission, of garden, field seeds, grain, produce, feed, plants, implements, general merchandise and fertilizers and the manufacturing of fertilizers."

Lyons, N. Y.—The Globe Pneumatic Tool Company, a $100,000 corporation, with Philip S. Hill, Frank M. Van Wagoner and Frank A. Clarry, New York; E. M. Duffy, Jersey City, an H. T. Mead, East Orange, as directors, has been incorporated.

Marion, Ind.—The National Radiator Company has been incorporated. Capital stock is $25,000. The directors are: Elwood Scott, Elmer Scott, Edgar L. Hampton, Warren Gardner and Alonzo E. Cloud. Elwood Scott is president, Elmer Scott secretary and Edgar L. Hampton treasurer. The company was organized to manufacture a stove on which Elwood Scott holds a patent.

Middlesport, N. Y.—The Magara Sprayer Co. has been incorporated: agricultural tools. Capital, $50,000. Incorporators: D. M. Miers, A. E. Butler, New York; F. H. Waggoner, Brooklyn

Mt. Wolf, Pa.—Residents of Mt. Wolf recently organized a company with a capital of $50,000 for the purpose of manufacturing wire cloth, wire netting, etc. Fifty looms will be installed at once, and within one year the plant will be equipped with 100 looms. The principal product will be wire cloth, but other wire goods will later on be taken up as a side line. The Board of Direcotrs consists of Carlton L. Hoff and William H. Ottemiller, of York; George A. Wolf, Henry Wolf and H. L. Eichinger, of Mt. Wolf; William S. Schroll, of Manchester, and Milton G. King, of Star View. The officers of the company are: Carlton L. Hoff, president; William H. Ottemiller, vice-president; Henry Wolf, secretary and treasurer.

Nashville, Tenn.—The Golden Rule Stove Company, of Blount County, has been incorporated, capitalized at $15,000, by George H. Holliday, A. A. Coventry, Merrill R. Holliday, Samuel Everett and Joseph Burger.

New York, N. Y.—Henry Pearl & Sons Company has been incorporated to manufacture door Hardware. Capital stock, $30,000. Directors are: Henry Pearl, William Pearl, H. H. Pearl and Joseph Louis Pearl, of New York City.

New York, N. Y.—The Kwite Right Kooker Company has been incorporated to manufacture stoves. Capital, $20,000. Directors: J. . Adams, of New Orleans; P. L. Tarbox and A. S. Wale, of New York City

Sayre, Pa.—The Cayuta Mfg. Co. has been incorporated to manufacture tools, gas, oil and electrical appliances from iron, steel, brass and other metals. Capital stock is $75,000. George H. Maurice, of Harrisburg, is one of the directors of the company.

Scottsdale, Pa.—The Black Manufacturing Co. is a new concern, organized for the manufacture of Cutlery, which, when in operation, will employ one hundred men. The plant, it is expected, will be running about the first of January. This company will absorb the LaBelle Cutlery Company, of Allegheny.

Toledo, Ohio.—The Toledo Plier Company has been incorporated and will soon be operated in a building at Jackson and Thirteenth Streets. The incorporators are: F. M. Rakestraw, W. G. Sussman, Lewis W. Rakestraw, Allen De Vilbiss and N. W. Hansen. The concern will manufacture a plier that is the invention of Allen De Vilbiss, and the product will be sold to jobbers in Hardware exclusively. The capital stock of the company is $25,000.

Washington, D. C.—The Ball Bearing Wrench Company has been incorporated with a capital of $30,000. Charles R. Talbert, George W. Coldenstroth and Louis P. Keller, incorporators.

Washington, D. C.—The Columbus Recording Lock Company has been incorporated. Capital stock, $325,000. Incorporators: P. H. Kennedy, M. Grogan and William S. Clinton.

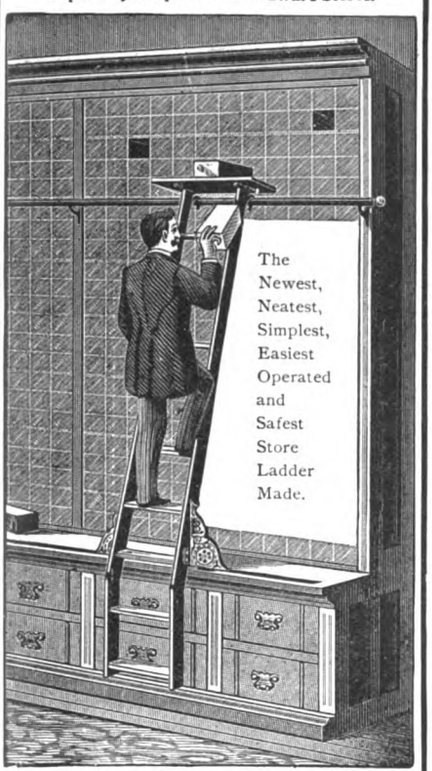
Waverly, Tenn.—J. P. Carven & Co. have formed a partnership with Capt. W. W. Hobbs, and will eerct a suitable building at once for the manufacture of hay presses.

St. John, N. B.—The new plant of the Maritime Nail Works, which replaces the one that some months ago was destroyed by fire, is now completed, and operations have been resumed.

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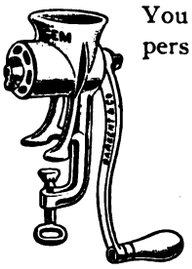
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Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
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MANY GEMS SELL THEN. ARE YOU READY?



You should put in a full stock of Sargent's Gem Food Choppers because the housekeepers will want them as soon as there is a demand for mince pies. Every season has its calls for the Gem, but within the next few months they will sell fast.

We Will Help You Sell the Gem

By advertising extensively in the publications read by women. By furnishing attractive slips for you to distribute among the housekeepers of your neighborhood so that they will know you sell the Gem. By supplying you with carefully prepared advertisements, electrotyped with your name and address, and ready for use in your local papers. These advertisements will constantly remind women that they need the Gem and that you sell it. By including with the choppers attractive show cards to hang about the store—a further reminder that will be seen by all who visit your store.

SARGENT & COMPANY, Manufacturers,
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BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
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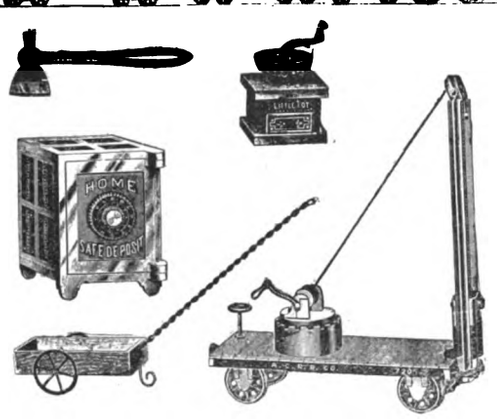
THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
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THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.

Christmas is Coming.



Are You Prepared For It?

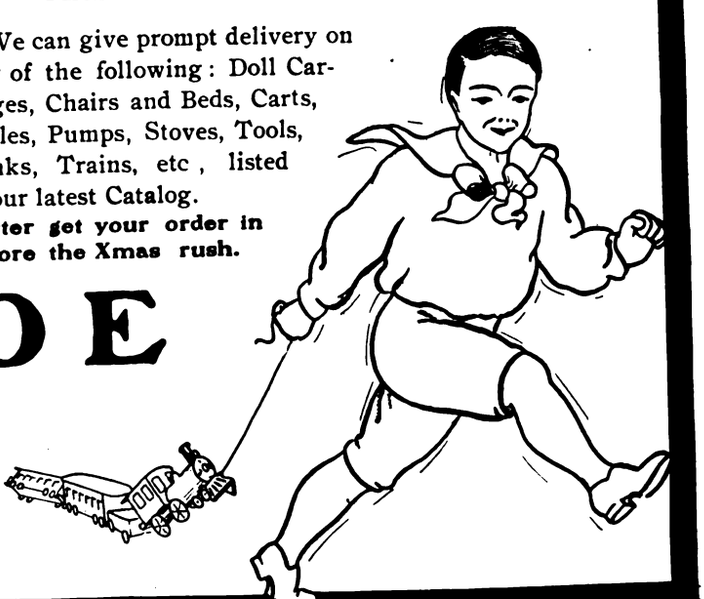


There will be an increased demand this year for

THE ARCADE INDESTRUCTIBLE IRON TOYS

Parents know the children can't break them.

We can give prompt delivery on any of the following: Doll Carriages, Chairs and Beds, Carts, Scales, Pumps, Stoves, Tools, Banks, Trains, etc , listed in our latest Catalog.
Better get your order in before the Xmas rush.



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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Catasauqua, Pa.—The Catasauqua Rubber Company will open a factory here within a very short time and will manufacture rubber goods and all kinds of rubber novelties. The new company has been incorporated by James Regnery, of Easton, president; William McDonald, Allentown, vice-president; Hugh C. Crilly, Allentown, secretary and treasurer; J. W. Kenevel, Philadelphia, superintendent, and Frank Jacobs, Allentown, solicitor.

Cleveland, Ohio.—The Cleveland Roller Skate Company has been incorporated. Capital stock, $5,000. Incorporators: Joseph Goodman, L. A. Stone, Louis Fishel and Aaron Hahn.

Milwaukee, Wis.—The A. O. Smith Company, in which Mr. Smith will be president, Charles G. Forster, treasurer, and A. F. Hase, secretary, has been incorporated, and the company's plant, at present known as the Federal Manufacturing Company, and owned by the Pope Manufacturing Company, which succeeded the bicycle trust, will be bought by the company and operated as an independent concern. At present it supplies automobile parts to well-known manufacturers. The capital stock of the company will be $200,000. The plant was established by C. J. Smith and sons a number of years ago, and in 1899 was bought by the trust, A. O. Smith being retained as manager. At present 200 men are employed, but it is expected that 500 will be needed within a short time.

Milwaukee, Wis.—The Merkel Mfg. Co. has been incorporated and will in the future be known as the Merkel Motor Company. Capital stock, $200,000. They are adding a line of Automobiles to their products.

Sharon, Pa.—The Driggs, Seabury Ordnance Co., of Derby, is putting up a new plant for naval equipment. It is expected that the company will be turning out guns by the first of next year. Four buildings are to be erected. Guns of the three and six-pounder class will be turned out at first, but in time larger ones will be made.

St. Louis, Mo.—Morgan & Harding has been incorporated under the firm name of Morgan & Harding Automobile Co., with a capital stock of $10,000.

Toledo, Ohio.—The Toledo Tire Company has been incorporated. Capital stock, $225,000. Incorporators: Florentine M. Rakestraw, William G. Guessman, Lewis W. Rakestraw, Allen De Vellee and Neil W. Hanson.

Changes.

Buffalo, N. Y.—The National Battery Co., which is constantly adding to its facilities for the production of Sperry batteries, has found it necessary to build a large new factory. The space to be built upon is 111 feet on Massachusetts Avenue, adjoining the present factory, and has a depth of 500 feet. A two-story wing, extending north from the main factory, 52 feet wide and 144 feet long, will increase the size of the present forming rooms.

Chicopee Falls, Mass.—The assignee of the Fisk Rubber Co., Alfred N. Mayo, has submitted a plan of reorganization. On account of the excellent business being done and the bright prospects for the future, he is able to offer a very liberal plan, which will no doubt be adopted, as it has been approved by many of the largest creditors. The plan includes the incorporation of a new company with $600,000 capital stock, half preferred, half common. Creditors having claims of less than $100 will be paid in cash in full, and all other creditors will be paid 5 per cent. in cash and the rest in preferred stock of the new company, any fractional part of $100 being paid in cash. Stockholders of the present company are to receive equal value in preferred stock of the new company, besides the same amount of common stock. After all claims of the old company are thus settled the balance of the stock of the new company is to go to Mr. Mayo as compensation for his work as assignee. The preferred stock is to be gradually retired and while outstanding will bear interest at the rate of 6 per cent. per annum.

Cincinnati, Ohio.—After years of experience in manufacturing various parts of automobiles for others, the Schacht Mfg. Co., of 2727-2731 Spring Grove Avenue, decided to take up the manufacture of complete automobiles, and are now on the market with their machine, which has been thoroughly tried out, all parts of which are made in their own factory.

Columbus, Ohio.—The Young Repeating Arms plant, which has been in the hands of the court for several months, is to be dismantled and removed to Massachusetts by its purchasers, the Sears-Roebuck Company. The plant was sold under the hammer, bringing about $8,000.

Elkhart, Ind.—The firm of Geo. E. Lloyd & Company has been dissolved.

Ft. Wayne, Ind.—The bicycle firm of Alderman & Staub, on Barr Street, have dissolved partnership. Arthur Staub will retire and Frank Alderman will continue the business.

Los Angeles, Cal.—The Williams Rubber Co. has been succeeded by the Harrison-Williams Co., with a paid up capital of $25,000. The new officers are: President, H. A. Harrison; vice-president, T. J. Williams; secretary-treasurer, W. G. Williams. The Harrison-Williams Co. claims to be the only concern in this country having molds for every make and size of tire on the market, in addition to heaters, boilers, presses, etc., and at present is the only complete tire repair shop in Southern California, their building having been built especially for their work.

Madison, Me.—James M. Felker has purchased the business formerly operated by the firm of Sawyer & Miller.

New Haven, Conn.—The addition to the Winchester Repeating Arms Co.'s power house on Argyle Street is now under construction. It will be 36x50 feet, of expanded metal and concrete construction, with slate roof. An addition to the gas plant will also be built. It will be 21x36 feet, of brick.

New York, N. Y.—E. J. Willis Co., 8 Park Place, has decided to put in a line of men's and women's automobile clothing, including linen and pongee caps and garments, rubber, cravenette and fur clothing, etc. A catalogue of their line will shortly be issued.

New York, N. Y.—Homan & Schulz Co., who have been conducting two automobile stores, one at 134 Thirty-eighth street and one at 2342 Broadway, have separated, Mr. Homan taking the former and Mr. Schulz the latter. The style, however, is not likely to be changed.

New York, N. Y.—The Tiger Cycle Works, of which H. A. Gliesman is proprietor, has separated its sales and repair departments and removed the former to 563 Seventh Avenue and the latter to 431 on the same avenue; the change will give Mr. Gliesman much needed space.

Toledo, Ohio.—D. W. LeFever, Sons & Co. have moved the machinery for the gun plant to Defiance. The plant has been bought by Toledo parties in connection with the LeFever Company and the concern will manufacture guns of the single trigger and ejector style. The guns will all be high-priced ones and for the best trade. N. Y. Cole, of this city, will be directly interested with D. M. LeFever in the management.

Embarrassments.

Herkimer, N. Y.—The Herkimer Cycle Company has made an assignment for the benefit of creditors. The firm consists of Frank Mallett and Oliver Fortaw, Jr. There are no preferred creditors.

Miscellaneous.

Dubuque, Iowa.—The Hollenbeck Gun Company, of Wheeling, W. Va., is seeking a location and is in communication with officials of Dubuque. Most of the company's output is sold in the Mississippi valley. The company has a capitalization of $88,000 and will increase it by $33,000 when a move is made. It is an old established concern.

Hartford, Conn.—The stockholders of the Hartford Rubber Works Co. held their annual meeting on July 18, and re-elected the officers then serving, which are as follows: President, Charles H. Dale; vice-presidents, William Seward, Jr., J. D. Anderson and Charles A. Hunter; secretary and treasurer, J. W. Gilson. The directors were also re-elected. The branch managers and other representatives also held a general conclave.

London, Eng.—The Defiance Machine Company, of Ohio, will complete the installation of the artillery carriage making machinery at the Woolwich Arsenal. The company secured the contract after the Government Commission had compared the offers of all home manufacturers.

Worcester, Mass.—The J. R. Torrey Razor Company will soon erect an addition to their shop which will be 45 by 90 feet, and four stories, to increase their manufacturing facilities.

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THE NEW

"INVINCIBLE"

Patent Cork Puller

WITH SELF-CENTERING SAFETY BOTTLE GRIP

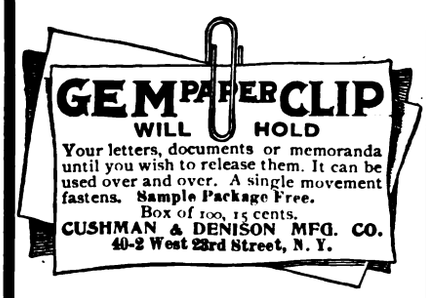
QUICK — STRONG — RELIABLE

Draws and strips cork in one single operation of handle. No cork can ever remain inside. No mistake possible in operation. No tearing of corks. No breakage of screws or bottles. Made in both nickel plate and bronze finish.

HUGO REISINGER, Manufacturer
11 Broadway, NEW YORK



BEST BAR PULLER MADE





Large 10 oz. Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO.

Hardwaremen's Exchange

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad. received less than three lines.*

Business Opportunity.

OWNER retiring from successful Hardware business offers to active experienced man whole or part interest. Look this up. Address Elston's Big Store, Norristown, Penna.

WANTED TO PURCHASE, Bankrupt Stocks or Discarded Patterns, and, in fact, anything in the Hardware, Paint or Stove line. Bael's Hardware Store, Trenton, New Jersey.

WANTED—Sheet metal patented articles to manufacture on royalty or buy outright. Address "Sheet Metal," 115 Third St., Middletown, O.

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York

For Sale.

50 new cold weld seamless steel pressure tanks (20 gallons capacity, tested to 200 lbs) each complete with double acting liquid or air pump, valves and pressure gauge; guaranteed to be in perfect condition—never used; cost each $25; will sell the lot $12 each. Address "A. P." HARDWARE.

Wanted.

WANTED—Good salesmen for first-class side line; men familiar with cutlery preferred. Address K., care HARDWARE.

WANTED—A young man as assistant stock clerk in a Hardware store. Address "Axiom," care HARDWARE.

Salesman Wanted.

WANTED—Salesmen of experience and acquaintance with trade and territory, to sell our line of whips either exclusively, or in connection with one other good line of goods. Samples comprise a selection of all "live sellers" from the strongest line in America and can be carried in case weighing thirty pounds. The most attractive and best proposition going for energetic salesmen. Liberal commission and exclusive territory. Address Box No. 327, Westfield, Mass.

WANTED—After January 1st, 1905, a first-class salesman, acquainted with the retail hardware trade in Kansas and Oklahoma. No side lines, must carry our goods exclusively. Established trade and largest manufacturers of their line in the United States. If you have not the requisites and cannot furnish references, do not write. Address Manufacturers, care HARDWARE.



GOOD AGENTS WANTED TO SELL



Our Catalogue is "Our Drummer."

It lists the largest line of general merchandise in the world, and is of special interest to hardware dealers. Its prices cannot be duplicated by any other house. It is free to any hardware merchant. Ask for catalogue CC461. : : : : :

BUTLER BROTHERS,

NEW YORK. CHICAGO. ST. LOUIS.

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GET OUR PRICES BEFORE ORDERING



WRITE FOR QUOTATIONS

Mention "Hardware."

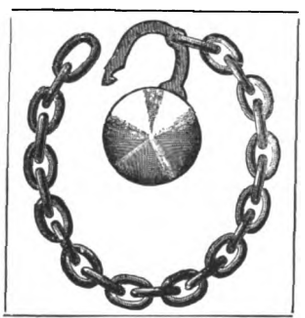
Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE
American Steel Roofing Co.
Middletown, O.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. *Send for Catalogue.*



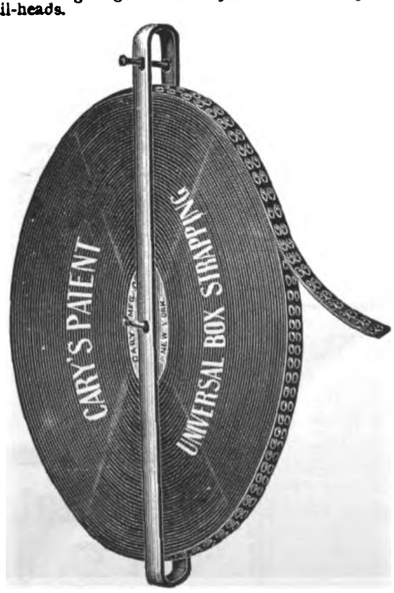
Federal Bench Shear

Strong, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

CHANDLER & FARQUHAR CO.,
131 Congress St.,
BOSTON, U. S. A.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

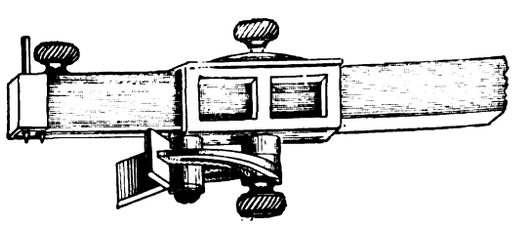
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Face Marking Gauge

It's up-to-date in every respect. Most handy. Saves time and money. Gauges most any irregular surface.

Let's give you further particulars about prices.

We have superior facilities for turning out light metal stampings, novelties and light machinery.

Mossberg Wrench Co.
Central Falls, R. I.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M ..20&5%
B. L. Caps (Sturtevant Shells) $2 00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5 50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1 50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd ..$1.90
B. B. Caps, Round Ball $1 49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge.....20%
Climax, Union League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)..20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 22 lb bag.....2 25

GUN WADS—℔ 1000—

B. E., 11 up.....$ 60
B. E., 9 & 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3 25

Animal Pokes—

	℔ doz
Iowa Farming Tool	
Hawkeye	$3.35
Western	3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz. pair net.....$2 00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1 00
Kohler's: ℔ gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net. 7.20
Bolt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8¾c
Eagle Anvils, ℔ lb, net.....7¼@8c
Peter Wright's.....10½c
Trenton.....9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits } 40@ 10 &10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 82...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....60&5&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonner's Adjustable..$10.50@11.00
Hibbard's Adjustable..Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co..25&10%
Clark's small, $18.....50&10%
Clark's large, $28.....50&10%
Ives' Model, ℔ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3 25
German Pattern, net.....$1 50@4 75
Mayhew's Diamond ℔ doz. $1.25. 40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....88c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch ℔ doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ℔ dos. $7.50; No. 20, ℔ dos. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E Jennings & Co.'s Adjustable Tool Handles.....35½%
Rollin Hdw. Co., Adj. Tool Holders No. 1, $18.00.....30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands...$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9.25

HATCHETS—

Hunt's Underhill's Blood's or Plumb's: Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓&5
Boys Axes.....33⅓&5%
D. Simmons & Co.:
Broad, Shingling and Claw, Lath, Hunters', etc } 50&5%
Picks and Mattocks.....50%
Peck Edge Tool Co:
Hatchets, Shingling, etc.....33⅓ & 5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets...33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:

1 lb cans (36 in case)	.15	ea.
2 " " " "	.25	"
10 " firkins (6 in case).	$1.20	"
25 "	2.75	"
50 " kegs	5.00	"
100 " "	9 00	"
200 " ½ bbls	.08½	℔
375 400 lb "		

Balances, Spring—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....50%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 80

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....20@20%
Tinned, each, $10.50.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....40&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@33⅓&10
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
New Departure.....45@60%

COW—

Common Wrought.....75%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....90%
Western, Sargent's List....70@70&10%

Bellows—

Blacksmiths'.....65&10@70
Hand.....25&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched...45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....60

Binder Twine—

	Per Pound
Sisal	10¼c
Standard	10¼c
Standard Manila	11¼c
Manila	12¾c
Pure Manila	18¾c

Bit Holders—

Angular.....45%
Extension:
Barber's, ℔ doz. $15.00.....45@50%
Ives' ℔ doz. $20.00.....60&10%

Bit Stock Drills

See Augers and Bits.

Blind Adjusters—

Domestic, ℔ dos. $8.00.....33⅓%
Excelsior ℔ dos. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity ℔ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Harts' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves...60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....10%
Wrought Barrel.....75@60%
Wrought Barrel Bol's, Griffin's. 75&10%
Wrought Square.....50@60&10%
Wrought Shutter, Standard list..40&10&10@50&10%
Wr't Sunk Flush, Sargent's list..50@60&10%
Wr't Sunk Flush, Stanley's list..45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....70&5@75%
Machine, Plain Nuts.....75@75&5%
Carriage, Common.....70&10@75%
Phila., Eagle, list May 24, '99.....80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½%@72½&10%
Norway, Phila.....80%
Pertchester, Norway.....80%
Phila.....80%

STOVE AND FLUE—

Flue.....65&10%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills.

Enterprise.....30@30%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....10%&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		30&10
Millers Falls		7.50 15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,"....30&10&10&10
Standard Metal Strap Co's:
Eclipse....20&10&1 &5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. R. Jennings & Co.:
No. 103@114....50&10%
No. 208@214....50&10%
Lancaster Mach. & Knife Works....10%
Gen. Spofford's....&10@60%

Brackets—
Brackets, Griffin Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases....80&10%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets—
Millers Falls Co....33⅓&10

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....₱ doz net $5.00
Bemis & Call's....65%

Bright Wire Goods—
Standard. List, June 24, 1903 90@90&10%

Bull Rings—
Humason, Beckley & Co.'s....80%
Sargent's....60%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's, ₱ doz. net $3.70

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Yoster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White....35%
Plumbs....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....35%
Humason & Beckley's....40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts

BRASS—
Wrought Brass, list Sept. '96. 20@20&10% & 5%

CAST IRON—
Loose Joint....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns....70@70&10%
Loose Pin....70@70&10%
Mayer's Hinges....70@70&10%
Parliament Butts....70@70&10%
Fast Joint, Broad....50@50&10%
Fast Joint, Narrow....50@50&10%

WROUGHT STEEL—
Noble and Back Flaps....75%
Loorow and Broad....75%
Inside Blind....75&10%
Is L s Pin....75%
mT e Pin, Ball and Steeple....80&20%
JeT....80&20%
nBanned, Ball Tip Butts....70&10%
idronzed Wrt. Nar. and Inside Blind Butts....55&10%
Extra 10% to 10&10

Calipers—
b leDog Call:
e %anor....65%
daoipsend O....65%

Can Openers—
American....₱ gross, $1.75@$2.00
Goodell's Acme....₱ gross, 6.00
Hopper's....₱ gross, 15.00
No. 5, Iron Handle..₱ gross, $2.00@2.25
Phoenix....4 %
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel..₱ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2 25:
No. 3, $2.50....75&10%
Universal, ₱ doz., $3.00....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Plate....60@60&10%
Payson's Furniture....70&10&1 %
Payson's Truck....70&10%
Standard, Ball Bearing....45%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and HalterChains:
"American"....40@45&1 %
"Niagara"....45@50&5%
"Eureka"....45@50&1%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, P. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.00
¼	3.30
5-16	4.15
⅜	5.75
7-16	8.60
½	3.50
9-16	3.45
⅝	3 30
¾	3.25
⅞	3.50
1	3.15

Covert Mfg. Co., Breast Chain...
Covert Mfg. Co., Halter Chain...
Covert Mfg. Co., Heel Chain.....40%
Covert Mfg. Co., Rein Chain...
Covert Mfg. Co., Stallion Chain..
Galvanized Pump Chain....4½@4¾c
German Coil, list July 24, '97...60&10&10@60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron....60&10@60&10&5%
Jack Chain, Brass..60&10@60.&10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains:
New List....60@60&10%
Bridgeport Trace chains....65%
Stake " 65%
Heel " 50%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%&2%
Hemp....45%&2%
Jute....40&5%&5%
Sisal....30%

Chain Guards—
Aluminum S. & N. Co....50

Carpet Stretchers—
Montross' "Excelsior,"...₱ doz., $6.00....30%
Bullard's....33⅓%
Cast Iron Steel Points....₱ doz....80c
Socket....₱ doz., $1.75@$2.00

Carpet Sweepers— ₱ doz.

National Sweeper Co., Marion, In	
Marion Roller Bearing Regular finishes, full Nickel	$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel	27 00
Monarch, Roller Bearing, Nickel	28 00
Monarch, Roller Bearing, Japanned	20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel,	24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel	32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel	36 0
Monarch Extra, Roller Bearing 17-inch case) Japanned	33 00
Perpetual, Regular Bearings, Nickel	20 00
Perpetual, Regular Bearings	18.00

NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots

Cherry Stoners—
Enterprise....35@30%
Goodell's Family....net ₱ doz. $5.00

Chisel and File Handles—
See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Standard Makes....70%@70&10
L. & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70..10%&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to £
C. E. Jennings & Co....20%
Jennings & Griffin Mfg Co
Tanged Chisels....30&10%
Tanged Gouges....40&10%
Tanged Firmers'....40%&10%
Tanged Gouges....40%
L. & I. J. White,....25&5%

COLD CHISELS—
Good quality, ₱ lb....18@16c
Snell's Best C. S....50&10%
Cronk's....50%

Cleaners, Sidewalk— ₱ doz
Challenge Shank....$3.25
Star Shank....4.00
Star Socket....4.25

Clippers—

HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Bell Clipping Machine, Each $15.00 15%
New '98, Chicago....Each 8.75 15%
1902 Chicago....Each 10.75 15%
Twentieth Century....20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 7 & 10 @ 75%

Coffee Mills—
Box and Side....60%
Enterprise Mfg. Co....25@30
Lane Bro's Co....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers. 70&10@75%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....30%
Barton's....20@20&5%
L. & I. J. White....20@20&5%
Sandusky Tool Co....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co....25%&5%
Humason & Beckley Mfg. Co. 50&10%
Samson....₱ doz $10.00

Corn Hooks— ₱ doz
Kretsinger Cut Easy....$3.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.50

Countersinks—
Mayhew's Diamond....40@45%
Smith's....25%
Snell's....40%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....30%
Dixons: ₱ gro.
Eclipse....7 in. $3.75, 9 in. $4.50
Emerald....5.00
Oriole....5.00
Rainbow....3.12
Solid....7.50
Tailors, Black $5.62. Red & Blue 9.00

Curry Combs—
Kohler's....40%
The Metal Stamping Co. Ideal,....30&10%
Perfect....40%
Rubber, ₱ doz. $7.50....30&10%
Southington Cutlery Co.'s....25&10%

Cutlery—
Fosters, Pocket....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)....40&10%
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....30&10%
Leather....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's....33⅓@40%
Columbia....50&10%
Eclipse....60@60&10%
Home....50&10%
Norden's....33⅓@40%
Pullman's Screen....₱ doz. net $4.50

Door Holders—
Empire....50%

Door Springs—
Gem (Coil), list Oct. '96....25%
Pullman, Perfect....20%
Pullman, Coil....20%
Star (Coil), list Oct. '96....30%
Torrey's Rod, 39 in. ₱ doz., net....$1.35
" 48 in. " " 1.80
Victor, Coil....50&10&10%
Chicago Coil Springs....40&10%
Reliance Coil Springs....60&10%

Drain Cleaners—
Iwan's Adjustable....50%
Iwan's Stationary....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg. Co. list....75&10%
Sargent's List....60

Drawing Knives—
Standard Wakes....70@70&10
Adjustable Handle....3 @35&10%
Bradley's....40&5%
Jennings & Griffin....65&2&10%
Watrous....16⅔&10%
L. & I. J. White....20@20&5%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....35@30%
Breast, Millers Falls, each $3.00.15&10%
Stearns' Bench....30%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10.00
Adjustable No. 10, $12.00....33⅓%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg....30%
Enterprise Mfg. Co....35@30%

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Egg Beaters—

Taplin Mfg. Co.: ₩ gro.
No. 60 Improved Dover.....$5 00
No. 75 Improved Dover.. ..... $6 50
No. 100 Improved Dover.....$7 00
No. 102 Improved Dover, Tin d $8.50
No 150 Improved Dover, Hotel $15 00
No. 152 Imp'd Dover Hotel T d $17.00
No. 200 Imp'd Dover Tumbler $8 00
No. 202 Imp'd Dover Tumble Td $9.50
No. 800 Improved Dover Mam moth, ₩ doz..... .... $2 50

Escutcheons—

Wood.....25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz

"Challenge".....$3.00
Popes..... 3.00
Wilkinson's ....$3.00 net
Westerholm's.....$3 25

Faucets—

Frary's Iron Petroleum .....70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined 80%
John Sommer's "Reliable," Cork Lined .....50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lanes ....$10.10&2½

Files—

DOMESTIC—

New List, Nov 1, 1899.
American..... .....75&5%
Arcade ....75&5%
J. Barton Smith ....75&5%
Disston's 75%
Disston's Superfine 50%
Eagle 75%
Great Western ..... 75&5%
Kearney & Foot ....75&5%
Mc Clellan..... ....75&5%
Nicholson ....70&10%
Nicholson's X. F. Files .....80@80&10%
Royal. ....80@80&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓&5

Filters—

Acorn..... .... 50%
Fulper's Natural Stone $3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78 00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler.....₩ doz. 30.00
Gun Cleaner..... ₩ doz. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield .....₩ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American..... 60&20%

Forks—

Geneva:
Two-Tine Hay and Boy.....50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines..... .. ..50&10&5%
Four-Tine Hay..... .....65&5%
Long Three Tine, Grain, &c.... 65%
Long Four Tine Header, &c 65%
Alfalfa, Deep Dish Header 65%
Three-Tine Baler..... 65%
Four-Tine Baler 65%
Barley and Grain .....60&20%
Champion Hay..... ....65%
Champion Manure .....60&15&2½%
Champion Header..... ....65%
Four Tine Manure .. ...60&15&2½%
Five and Six Tine Manure 65%&2½%
Spading Forks.....70&2½%
Potato Digging... .....60&10%
Baling Press..... 60&12½
Stable and Fish.....50&10&5

HEAVY FORKS—

Vegetable Scoop .....
Sugar Beet.... .....
Barn..... .....
Sluice .. ..
Cotton Seed..... ..... } 40&10%
Coal and Coke.... .....
Stone..... ....
Tanners'.....
Shaving..... .....
Oyster..... }

Fruit, Wine and Jelly Presses.

Enterprise ....30@25%

Fry Pans—

Standard List.....70&10
No.... 0 1 2 3 4
₩ doz. $3.00 $3.75 $4.25 $4.75 $5.25
No..... ..... 5 6 7 8
₩ doz. $6.00 $7.00 $8.00 $9.00

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.. .....50%
Clapboard ..... .25&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@5.&10&10%
Stanley's..... ..... 20@20&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's..... 25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head..... ..... 50&10%
Wood Head..... ....50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid .....25&25&10%
Mystic..... .40%
Martins .. .. 40&10%

Glue Pots—

Enameled..... .. .. 40%
Tinned..... .85%

Graters—

Enterprise ....25@60%

Graphite, Lubricating.

Dixon's Pure Flake
632- 1 lb. cans.....20 cts. ea.
633- 5 " screw top tin cans, 85 cts. ea.
634- 10 " " " $1.60 "
644- 25 " boxes..... 15 cts. lb
645- 50 " " ..... 14½ cts. lb
646-100 " kegs..... 14 cts. lb.
647-350 " barrels..... .. 12 cts. lb.

Grindstone Fixtures—

Cronk's..... ..... 50%
Forest City.....20@30&10%
Sargent's Patent ..... 60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's ..... ₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters .....40&5%
Sisal Rope 40%
Web Halters..... .....45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail 10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack.....₩ doz. net $2.50
Maydole's ..... 33⅓&5@40&10%
Sargent's New List ..... .40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... .⅓&7½%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb.... }
3 to 5 lb 40c lb.. .... } ..... 75@75&10%
Over 5 lb 30c lb ..... }
Wilkinson's Smiths..... 9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute ....40&5%
Sisal..... .20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's..... .... ₩ doz.,$15.00

Handles—

WOOD—

Auger, assorted ..... ₩ gr. $2.75@3.00
Auger, large ..... ₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 3½..... .....40%
Axe, Pick, etc ....50@5 &10
Bliss Mfg. Co.
Chisel..... }
Brad Awl .... }
File..... ..... } 25@33⅓
Auger..... }
Soldering Iron . ....}
Brad Awl.....₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted ..... ₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet,..... .....50%
Hoe, Rake and Fork ..... 50&10
Rollis Hdw. Co. Hafts $9.00...40 & 10%
"Simplicity" File Handles, ₩ gr. $ .90@1 50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D. Handle, 40&5%
Shovel and Spade, Long Handles 40&5%

CROSS-CUT SAW HANDLES—

Atkins ....40&5%
Champion.....45@45&10%
Disston's..... ..... 50%

Hangers, Barn Door—

Old Pattern..... .....60&10%
New England..... .66⅔@70%
Chicago Spring Butt Co.:
Fraction 25%
Oscillating..... 25%
Big Twin..... 25%
Lane's Covered. .. 50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's:
Standard .....50&10&10&5
Special..... .. ..50&10&10&5
Track for same.....₩ 100 ft. net,$3.75
Cronk's:
Nos. 1, 1½, 2 & 3.....60&10%
Nos. 11, 12..... 70%
Nos. 21, 21½, 22..... .60%
Nos. 32, 50..... . 60&20%
No. 44 ..... 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00. ₩ dozen pairs.....60&1
Myers' Stay-on ... .50&
Wilcox's New Century. . .50&10&

Hangers, Garment.

Pullman's..... ..₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard .....net, $3.35
Ball Bearing 4.15
New Model 3.85
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg Co.

OAK CABINETS—

No. B488, 40 drawers, no partitions, run. ft, $3.60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each..... ..... 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54 28

OAK BASES -

No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1703, with two adjustable center shelves, run. ft., $3.75; net each..... ..... 22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22 57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each..... ..... 25 84
No 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft. $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's..... .....50%
McKinney's "Perfect," $1 10 ₩ doz.50%
Wrought..... ... 85&10@90%
Wrought, Stanley 80%
Wrought, Griffin..... ... .80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track..... $7.00
Myers Unloader, Wood Track.. 7.00
Comb. Car, Double Steel T..... 7.00
Comb. Car, Wood Track ... 7 00
Rev. Car., Double Steel Track . 7.00
Rev. Car.. Wood Track..... 7.00
Myers Unloader, Cable 7.00
Myers Unloader, Single Rail.... 7.00
Sure Grip Sling Car, Steel or Wood Track..... 18.02
Double Rail Steel Track, complete with clamps..... ₩ ft. .....
Single Rail Steel Track complete with clamps... ..... ₩ ft. .20
D. H. Fork, Steel Regular. .each, 1.60
Nellis Fork..... ..... each, 3.00
Double Grapple Fork ...each, 7.00
Sprout's Shear Fork, each $1.50
Walker Fork, each..... .....2.10
Common 6 in. Wood Sheave Pulley, Fig. 483.... ..... ₩ doz. 3.20
Faultless Steel Frame K. P. Pulley, Fig. 485 ..... ₩ doz. 4 00
Faultless Steel Frame 6 in. Plain Pulley, Fig 485 .. ₩ doz. 3.50
Malleable Frame K. P. Pulleys, Fig. 676..... ₩ doz. 1.60
Reed Wood Frame Pulley with Hook, Fig. 484 .....₩ doz. 4.00
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz 3 50
Floor Pulley, Wood Sheave, Fig. 486..... ₩ doz. 4.20
Hanging Hooks for Double Steel Track.....₩ doz. 1.40
Hanging Hooks for Single Steel Track ..... ₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in..... ₩ doz. 1.00
Hanging Hooks for Wood Track, 16 in ..... ₩ doz. 1.80
Floor Hooks ¾ in.....₩ doz 1.40
Malleable Rafter Brackets, ₩ doz. .70
Wrought Rafter Brackets ₩ doz .70
Rope Hitch..... ₩ doz. 3 20
Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point40&10%
Iwan's Hay, Sickle Edge, ₩ doz. net $9.50
Iwan's Hay, Imp. Serrated ₩ doz. net.....$10.00
Kohlers, Hay, Sickle edge per doz. net $10
Auburn Straw..... .....40&10%
Weymouth, Pat..... 65&5%
Wadsworth's..... ..... 40&

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net..... $8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb, 8½c. / 14 to 20 in., ₩ lb, 8½c. / 22 to 36 in., ₩ lb, 8c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges.....80&5%
Heavy Strap Hinges....80&20&10%
Light T Hinges ..... 75&10&5%
Heavy T Hinges.....75&5%
Extra Heavy T Hinges.....80&20%
Hinge Hasps ..... .70%
Corrugated HeavyStrap 80&20&10%
Corrugated Ex. Heavy T.....80&20%
Extra @ 10&10&5

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges. 40%
Bardsley's Patent Checking 15%
Chicago Spring Butt Co.:
Chicago Spring Butts..... .... 25%
Triple End Spring Butts 50%
Chicago Ball Bearing FloorHinge 50%
Garden City Fire Engine House Hinge 25%
Chicago Saloon Door Hinge 25%
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E., ₩ doz. $7.80..... ..... 60%
N. E., Reversible, ₩ doz. $5.80.....60%
N. Y. State, ₩ doz. $4.90. ..... 60%
Western, ₩ doz. $4.20.. . ..... 60%

BLIND HINGES—

Parker..... .....70&10%
Sargent's, Nos, 1, 2, 5, 11, 13.....70&10%
W. H. Co.'s No. 2 Mortise Gravity. 60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ doz. sets 50&10%

Hitching Cords—

Covert Mfg. Co..... ..... 45% &2%
" " " ....
Hitchers Stall..... .35%

Hoes—

Columbian, Field and Washington Co ....70&10%
Meadow and Rhode Island..... 55%
Ladies', Boys' and Toy..... 70&12½%
Onion, Turnip and Nursery..66⅔&12½%
Street and Mortar..... 70&10&1¼
Blackland or Southern Meadow..75&5%
Geneva Planters'..... .....75&12 5%
Straight Shank Planters... 75&10&7½%
Mississippi Planters'... ....75&10&7½%
Geneva Cotton..... .....70&10&5%
Ladies' Cotton..... .....75&7½%
Cotton Chopper ..... 75&12½%
Rough and Ready Cotton..... 75&10%
Weeding Hoes .. ..65%&11
Turf Edgers..... .....50&5%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $2 50
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%
CAST IRON—
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..5o&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@60&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.
MEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%
WIRE—
Atlas, New List, Single cases..70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%
MISCELLANEOUS—
Belt.....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's.....60%
Cronks Grass.....₩ doz. $3 00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10	
A. C.		26c	23c	22c	21c	21c	40&5%
American, all sizes							9½c net
	Nos.	6	7	8	9	10	
Anchor & New Haven		23c	21c	20c	19c	18c	40%
	Nos	6	7	8	9	10	
Ausable		29c	26c	25c	24c	23c	50&10%
C. B. K		25c	23c	22c	21c	21c	40%
Capewell		19c	18c	17c	16c	16c	10&5%
Champlain		28c	26c	25c	24c	23c	40@40&10%
Clinton Fin		19c	17c	16c	15c	14c	80&10%
Essex		28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes							9½c net
Maud S		25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₩ lb							13c
Northwestern		26c	25c	23c	21c	20c	25@25&5%
Putnam		23c	21c	20c	19c	18c	33⅓%
Vulcan		23c	21c	20c	19c	18c	25&10%
Western							9½c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg ...$4 00
Steel, per keg.....3 85

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5&5%
Sisal.....30%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....60&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders
Enterprise, No. 38, ₩ doz. $6 00 25@30%
No 44, ₩ doz. 15 00 25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.800 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr. .....$1.25@1.50
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door.....Net, $2.00

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S. C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.	
₩ doz.	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co.....$85.00

Leaders, Cattle—
Covert Mfg. Co.....35%

Leads—
Covert Mfg. Co.
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5&5%
Sisal.....30&5%

Lead Pipe, Etc. ₩ lb
Bar Lead.....5½@6c
Block Tin Pipe.....35@37½%
Lead Pipe, full lengths.....5to5½
Lead Pipe, Tin Lined.....12½c
Sheet Lead, full rolls.....6½c

Lemon Squeezers.
Berger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40.....05
Hotchkiss, Straight Flush, ₩ doz. $9 60
Jennings' Star.....₩ doz. $1.90@2 00
Little Giant.....50@50&5%
Porc. Lined, Iron.....
Porc. Lined, Wood.....₩ doz.
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50; No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's.....50@50 &10%

Levels—
C. E. Jennings & Co.'s
Hexagon.....2 &10%
Iron Bench, new design.....2 &10%
Rollis Hdw. Co.
Adj. Steel 7 in $24.00.....40%
12 in. $27.00.....40%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....20&10%
Flax.....40 &10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½, $2.50.....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50 20%
Wire Clothes, 100 feet, Nos. 18 to 20, 4 @45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co.....40%
R & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....40&10%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ₩ doz.. $9 00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....85&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....60%
TRUNK—
Corbin's.....35&10%
Eagle.....40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&50%
Lignumvitæ.....45@5&50%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....70%@70&10%

Meat Cutters—
American.....30%

	No. 1	2	3	4	5
Each	$5	$7	$10	$35	$50	$60

Dixon's.....₩ doz. 30&10@40%

	No. 1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

	Nos.	5	10	12	20	22	32
Each		$2	$3	$2.75	$6	$4.50	$6

Little Giant.....33⅓%@40

	Nos.	305	310	312	320	322
		$35	$48	$44	$72	$68

Woodruff's, ₩ doz.....30&10@40%

	Nos.	100	150
		$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent.....₩ doz. $400.40%
Sargent's.....60@60&10%

Mitre Boxes—
C. E. Jennings & Co.....35&10%
Seavey's, ₩ doz. $30.....60%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....65&10@90%
PICTURE—
Niles' Patent.....$40
Porcelain Head, Comb'n list.....80&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs.....₩ doz. net $7.50
Black Hawk, ₩ doz.....$9.00
Cyclops.....40&10@50%
Cronk's.....₩ doz. net $12.00
Eureka, No. 74.....doz. net $8.50
Eureka, No. 75.....doz. net 8.00
Giant, No. 1, ₩ doz. $16.00; No. 1½, $16.50; No. 2, $15.00.....50&5%
Lightning.....₩ doz. $18.00, 20%
National.....₩ doz. $6.00, 40%
Pelican.....₩ doz. $9.00, 40@40&10%
Rollis Hdw Co. No 1 18 00.....50&10%

Nail Sets

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon.....₩ gr...	$5 25
Corrugated	6.75
Knurled	6.75@7 50

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....80.00..80%

Nuts—
Cold Punched:

	Off list
Mfrs. or U. S. Standard.	
Square, Plain	$5.10
Hexagon, Plain	5.80
Square, C. T. & R.	5.80
Hexagon, C. T. & R.	6.60
Hot Pressed:	
Mfrs. U. S. or Nar. Gauge Stan'd.	
Square, Blank	5.80
Hexagon, Blank	6 80
Square, Tapped	5.80
Hexagon, Tapped	6.80

Oils—
Linseed, City, Raw, in barrels, ₩ gal. 48c
Linseed, City, Boiled, in barrels, ₩ gal. 49c
Out of Town on Spot.....₩ gal. 46c
Calcutta, Raw, in barrels..₩ gal. 85c
Lard, Prime City.....₩ gal.....56@ 8c
Lard, Extra, No. 1.....49@51
Lard, No. 2.....36@38

Oilers—
Brass and Copper,.....80&10
Tin or Steel.....65&10
Cushman & Denison's: ₩ doz.
Gem.....$ .90
Leader.....60
Perfect Oilers.....1.80
Star Pocket Oilers.....75
"Paragon," Brass.....45@50%
"Paragon," Zinc.....80&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70@70&10%
Zinc and Tin.....60@60&10%
American Tube & Stamping Co., Spring Bottom Cans.....70@70&10%
Railroad Oilers, etc.,.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe ..8c per lb.
" Small " ..10 c " "
Queer Creek Axe ....20 c " "
} 40%
OIL STONES—
Pikes'

Lily White Washita	....80 c	₩ lb.
Rosy Red	" ....60 c	" "
Extra	" ....50 c	" "
No. 1	" ....40 c	" "
No. 2	" ....30 c	" "
Lily White	" Round, Edge Slips.....90	" "
No. 1 Washita, Round Edge Slips.....70 c		" "
Washita Pen Knife Pieces 70 c		" "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80		" "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$2.50		" "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80		" "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70		" "
Soft Arkansas Round Edge Slips.....$2.50		" "
Hard Arkansas Round Edge Slips.....$4.00		" "
Hard Arkansas Pocket Knife Pieces.....$4.00		" "

} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 10%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, ..(20c ₩ lb
Chocolate " ..(50c " "
Regular Hindostan..... (8c " "
Small Hindostan.....(10c " "
} 40%

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston" .....50&10&5%
Phœnix, Pure Sheet Red.....50&10%
Pure Packing "Excelsior"..... 50%
Extra..... 60%

MISCELLANEOUS— ₩ lb
American Packing..... 8c@10c
Cotton Packing..... 15c@25c
Italian Packing.....10½c@12c
Jute.....4½@5½c
Russian Packing..... 9c@13c

Padlocks—
See Locks.

Parers—

APPLE— ₩ doz.
Advance..... $ 4.50
Baldwin 5.00
Bonanza .....each 6.50
Dandy .....each 7.50
Eureka, 1898 .....each 20.00
Family Bay State..... 15.00
Improved Bay State..... 36.00
New Lightning..... 7.50
Reading, 72 ..... 4.00
Reading, 78..... 7.00
Turntable, 1898 ..... 6.75
White Mountain..... 6.00

POTATO— ₩ doz.
Saratoga..... $7.00
White Mountain..... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's.....$3.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6.87
Colored Lumber..... 9.00
Black Artists..... 9.37
Colored .....$4.38@7.50
Assortment Boxes..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 23, 1899. ....70@70&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality.....40&10%
Bench, Second Quality .....50&10%
C. E. Jennings & Co.....50&10%
Molding.....33⅓&5%

IRON PLANES—
C. E. Jennings & Co., Iron.....50&10%
Sargent's.....60@60&10
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....25&10@25&10&10%
Miscellaneous .....25&10@25&10&10%

PLANE IRONS—
Buck Bros..... 30%
Butcher's.....$5.00@5.25 to £
C. E. Jennings & Co..... ..16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White..... ...20&5@25%

Pliers and Nippers—
Button..... ...70&10@75%
k & Carrier:
Pliers
No. 1..... 60&10%
20..... net, $9.00
40..... 75%
50..... 80%
60..... 40%
70..... 50%
80..... 40%
85..... 40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting..... 25%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists'..... 25%
Pocket Levels..... 70&10@75%
Stanley's.....30&10&30&10&10%
Stanley's Duplex.....20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's..... ..... 35%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ....40@40&10
U. S. Metal Polish Paste, 8-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.80
1½-lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U.S. Liquid, 8-oz cans, ₩ doz ... 1.25
gross 12.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Black Eagle Benzine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ..$ 1.65
Ladd's Black Beauty gro $10.00, 50%
Joseph Dixon's .....₩ gro. $5.75, 10%
Dixon's Plumbago..... ₩ lb 8c
Fireside..... ₩ gro. $2.50
Gem..... ₩ gro. 4 50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.80
Wynn's:
Black Silk, 5 lb pail.....each 70c
Black Silk, ½ lb box....₩ doz $1.00
Black Silk, 5 oz box,....₩ doz $0.75
Black Silk, ½ pt. liq ....₩ doz $1.00

Poppers, Corn—
Square,.....₩ doz. ₩ gro
1 qt..... $ 9.00
1½ qt..... 11.00
2 qt..... 13.50

Post Hole Diggers— ₩ doz.
Diston's Samson Digger....$34.00, 25%
Kohlers:
Little Giant.....per doz., net $12.00
Hercules..... " " 9.50
Invincible..... " " 9.00
Pioneer..... " " 7.20
Universal..... " " 18 00
New Champion.... " " 5.50
Rival..... " " 7.50
Ryan's..... ₩ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved.....40&5%
Perfection..... ₩ doz. net, $8 25
Split Handle..... " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net...$6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle,.....net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand..... ₩ doz net $6 50
Atlas Pattern.....₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks .....60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Diston's Combined Pruning Hook and Saw ...₩ doz., $18.00, 25@25&10%
Diston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears 6 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners..... 75%
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears.....40%
Waters' Tree Pruners.....75&10%

Pulleys—
Awning..... .....60@60&10%
Axle..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling..... 50@10&60%
Clothes Line, Japanned..... 60%
Common Sense..... 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley..... 60%
Fox-all-steel..... 50%
"Grand Rapids" all steel..... 50%
Hay Fork, Swivel Eye, ₩ doz.. 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $5.00..... 50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ₩ doz., $12.00 ..... 40%
Side, Anti Friction 60%
Shade Rack..... 45%
Upright..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers'.....50&10%
Spray Pumps, Kohler's.
Daisy, net per doz..... $7.50
Mechanical, net per doz..... 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 386, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 398, 3½ in. Shallow Well Pump..... 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump..... 15.00
No. 6¼, Fig. 307, 3¼ in. Deep Well Pump 17.00
No. 14, Fig. 321, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 328, 3 in. Deep Well Pump..... 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump..... 14.00
No. 58, Fig. 332, 3½ in. Shallow Well Pump..... 17.00
No. 70, Fig. 333, 2¼ in. Deep Well Pump..... 15 00
No. 72, Fig. 338, 3 in. Deep Well Pump..... 15.00
No. 108, Fig. 448, 3 inch Lift Pump..... 9.00
No. 108, Fig. 448, 3½ in. Lift Pump..... 11.00
No. 122, Fig. 510, 3 in. Lift Pump..... $7.00
No. 131, Fig. 510, 3½ in. Lift Pump..... 8.50
No. 225, Fig. 389, Windmill Pump..... 12.50
No 235, Fig. 403, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump..... 38.00
No. 302, Fig. 477, Spray Pump, complete..... 11.50
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 308, Fig. 513, Low Down Tank Force Pump.....net, 5.00
No. 320, Fig. 498, Bucket Spray Pump..... net, 2.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive..... 50%
Morrill's 50%
Niagara Hollow 40%
Niagara Solid 55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'..... 40&5%

Rail—

	Barn Door, Light, In.	½	⅝	¾
	₩ 100 feet	$1.40	1.65	2.60

Barn Door, "None Better" No. 1, ₩ foot..... 3½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c..... 70%
Carrier Steel Rail, ₩ foot..... 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18. ..... 3¼c
Double Braced..... 3½c
Lane's:
O. N. T. 1 in.....net, $3.00
O. N. T. 1½ in.....net, 3.75
Stowell's Wrought Steel..... 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot..... 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 8½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb, 35c..... 35@30%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor..... 60%
Anti-Clog Lawn 75%
Never Break Garden .....75&10%
Queen City Lawn..... 40%
Kohlers:

	Net
Lawn Queen.....20,	$3.45
" " 24,	3.60
Jumbo Lawn.....36,	5.25
Paragon (Wood Head)	2.75
Steel, Garden 10th.....	2.24
" " 12th.....	2.40
" " 14th.....	2.64
" " 16th.....	2.88

Geneva Garden and Gravel.....70%
Geneva Weldless Garden.....75&15%
*Toy Shank, Steel 70%
*Mall. Heavy Braced Curved ...70&10%
*Mall. Light Braced Straight .. 70&10%
*Mall. Heavy Sgl. Shank " ....70&10%
*Lawn, No. 1 .....70&10%
*Lawn, No. 2 ....70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp.....70&10%
See also Files.

Razors—
Electric.....List net
Boracic ....60&10%
Fox 40%
J. R. Torrey Razor Co..... 20%
Westenholm and Butcher, $10.00 to $..... 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, July 1, 1903:
Black Japanned....
White Japanned....
Bronzed Finishes ..
Electro-Plated .....
Nickel Plated .....
} 70 to 75%
White Porcelain 60%
Solid Brass and Bronze Metal.....50%

Revolving Chimney Tops—
Iwans' Volcaneo ....50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs 60%
Hose with Burrs .....50&10@60%

IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners.....75%&5%
Miscellaneous..... .....75%&5%

Rivet Sets—
Regular List..... ...70%

Rollers—Stay.

Cronk's:					
No.	50,	55,	56,	60,	65
₩ doz.	1.00	.60	.75	.75	.90

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger 18to25c
Medium .....16@18c
¼ in. and larger.....
Common..... .....12@12c
Jute Rope:
A grade..... ..... 6c
C grade..... ..... 5½c
Manila:
7-16 in. and larger..... .....11¼c
⅜ in 12c
¼ and 5-16 in..... 12½c
Steel:
7-16 in. and larger.....7¾@9c
⅜ in ..... 8@9¼c
¼ and 5-16 in ....8 ½@10c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory..... 35&10@35&10&5%
Lufkin's:
Steel..... 50&10%
Lumber..... 60&10%
Miscellaneous, Stanley's. 50&10&50&10&10%

Sad Irons—

DOVER ASBESTOS—
Polishing 50%
Pressing..... 50%
Laundry..... 45%
Sleeve 50%
Tourist..... 50%
Toy..... .....50%
Blacklock:
Plain Black in Cases ...₩ 100 lbs $2.75
Bronze Finished in Cases" ... 3.15
Aluminum Finish " " "..... 2 95
Full Nickel " " "..... 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ...20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel. .....70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth..... 50&10@60%
Garnet Paper..... 25%
Flint and Emery Paper. 50&10@60%

Sash Balances—
Caldwell Mfg. Co..... 50%
Pullman..... 50&10@60%
Victor Bronze..... 75%
Victor Steel 70%

Sash Chain—
Competition. ....50&10%
Giant..... ...40%
Monarch B. C. Co,..... 70%
Pullman Bronze 70%
" Cop Steel.... .... 70&10&1
Royal Metal..... 65&5%
Steel B. C. Co. ..... 70&1
Steel, Copperplated..... ...70%
Victor Bronze 70%
Victor Steel..... 75%

Sash Cord and Weight Fastener
Ives..... 40%

Sash Cord—
Cable Laid Italian .....₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 15c
Common India ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab..... ₩ lb 40c
A Quality, White. ..... ₩ lb 35c
B Quality, Drab..... ₩ lb 35c
B Quality, White..... ₩ lb 30c

Sash Fasteners.
Ives "Crescent". 50%
Imperial 33⅓%
Sash Rollers..... 70%
Ives Casement Fasteners..... 40%
Champion 50%
Monitor, Steel..... 25%
Shutter Sheaves..... 60%
Window Screen Sash Lifts..... 66⅔%

Sash Locks—
Champion Meeting Rail..... 50%
Champion Side..... ....50%
Ives' Patent:
Wrought Metal..... 55%
Cast Metal..... 62½%
Window Ventilating Lock..... 60%
Payson's Signal 80%
Pullman Pat. Ventilating..... 25%

Sash Weights—
Ton lots at factory... .... $23.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co.....25@25&5%
National Specialty Mfg. Co..... 30%

Saws—
Atkins:
Band 2 to 14 in. Wide..... 95
Band ½ to 3-16 in. Wide ....

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 8 in. to 16 in. Wide.....60%
Band ¼ in. to 1¾ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
O. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws.....30&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ℔ doz.....30%

Saw Frames—

C. E. Jennings & Co.....30%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....℔ doz. $6.00
Excelsior Saw Tools.....℔ doz. 6.00
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....℔ doz. net $8.50
"Royal".....℔ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ℔ doz.....$4.25
Stillmans.....℔ doz. 1.00
Tairtors Positive $18.00 ℔ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.30
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....℔ doz. $2.00
Box, 2 Handle.....℔ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....℔ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....℔ doz. $2.50

Screens—

DOOR—

Phillips: ℔ doz.
7/8 in., Style E, Fancy Screen Doors.....$10.50
7/8 in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....60&5&2½%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electri. Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ..℔ doz. $6.00 net
Electric Spiral No. 02 ..℔ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets, No. 3.....$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....60%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....60%
Screw-Driver Bits (Snell's) ℔ doz.....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33½%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head.....85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head.....77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899.....80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ℔ doz., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ℔ doz.

Wadworth's:
Natural Finish, Grass..
Polished Blade, Grass
Painted or Bronzed, Grass.....20%
Clipper, Grain
Weed and Bush

Scythe Rifles.

3-Foot.....$10.00 ℔ gro.
4- " .....$12.00 " " } 40%

Scythe Stones.

No 1 Indian Pond....$7 00 ℔ gro.
No 2 " " .... 4 50 " "
White Mountain ... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11 00 " "
Green Mountains... 6.00 " "
Leader Red End .... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum.....24 00 " "
" Emery.....15.00 " "
} 40%

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....60&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ℔ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....℔ dos. $1.75; ℔ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9.....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@65%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&2%
Yankee Breast Strap Buckle Snaps30%
Breast Strap Protector.....45%&2%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&5%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co:.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

℔ doz. net.
"1847".....$3.50
"Anchor".....3.95
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10% &70%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—½, ⅝, and ¾ inch, ℔ D.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 65 " " " 80c

Steels—

Chatillon's "Dicks".....30%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35&40%
Gardner.....33⅓&10%
Holroyd & Co.....50.10&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....90&10%@80&10%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders—

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&35%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10%10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....90%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers—

Columbia, No. 1, ℔ dos., net.....$2.50
Columbia, No. 2, ℔ dos., net.....1.65
Little Jack.....℔ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic,...30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2.....50. 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Tap Wrench—

Rollis Hdw. Co. $6.00.....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara
30&10%

Tinware—

Stamped, Japanned and Pieced,
Net Prices

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ℔100.....net, $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....℔ doz. 1.25, ℔ gro. 12 00
Harper.....℔ doz. 1.40, ℔ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@7½&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 10%
Mouse, Wood, Choker, ℔ doz. holes, 9c

Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ℔ doz...$12.00
No. 3, Rat, ℔ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ℔ doz., $4.75; case of 72.....4.95
No. 4, Mouse, ℔ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ℔ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ℔ gro., $15.00; No. 2, ℔ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ℔ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ℔ gro.....$ 9.00
" " 4, ℔ gro.....24.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%

C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....℔ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....30%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%

Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%

Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....30&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....℔ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phoenix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....85&10@85&10&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80&10%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. 1.35

Wire Rope—

Bright.....45
Cast Steel.....30%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....℔ doz. $1.50

Wrenches—

Agricultural.....75&10%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Machinists.....66⅔%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....80@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....60%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 46c
Linseed, City, Boiled, in barrels, ℔ gal. 48c
Out of Town on Spot.....℔ gal. 45c
Calcutta, Raw, in barrels.....℔ gal. 65c
Lard, Prime City.....℔ gal.....53@58c
Lard, Extra, No. 1.....49@51c
Lard, No. 2.....36@38c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $19.00@$21.00
Barytes, American Floated, ℔ ton, $19.00@$20.00
Barytes, Crude.....℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7c
In lots of 500 lbs. and over...℔ lb. 6½c
White Lead, Eng., in Oil..℔ lb. 8½@9½c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....1¼@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....56@56½c
In machine bbls.....56½@57c

Dry Colors—

	℔ lb	
Blue, Chinese	.30	@35 c
Blue, Prussian	.28	@34 c
Blue, Ultramarine	5	@20 c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3½@ 7½	c
Umber, Turkey, burnt	2½@ 3½	c
Umber, Turkey, raw	2½@ 3½	c
Green, Chrome, Ordinary	5 @ 7	c
Green, Paris, in kegs	12½@14½	c
Indian Red, American	3 @ 5½	c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best	13	@15
Black Lampblack, common	8	@10 c
Blue, Chinese	35	@40 c
Blue, Prussian	32	@35 c
Blue, Ultramarine	14	@18 c
Sienna, burnt	11	@13 c
Sienna, raw	11	@13 c
Umber, burnt	11	@13 c
Umber, raw	10	@13 c
Brown, Vandyke	10	@13c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Alcohol Gas Stoves.
Glogau & Co., Chicago, Ill.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Animal Pokes.
American Fork and Hoe Co , Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
National Sewing Machine Co., Belvidere, Ill.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awls.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Axes and Edge Tools.
L. & I. J. White Co., Buffalo, N.Y.
Sargent & Co., New York.
Peck Edge Tool Co., Cohoes, N. Y.

Axle Grease.
Fraser Lubricator Co., New York, N. Y.

Axle Oil
The Frank Miller Co., New York.
C. L. Hathaway & Sons, Inc', Boston. Mass.

Babbitt Metal.
Magnolia Metal Co., New York.

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barn Paints.
Geo. W. Pitkin Co , Chicago, Ill.

Bath Room Fixtures.
Buffalo Mfg. Co., Buffalo, N. Y.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City. N. J.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Veorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bolt Clippers.
Wm. Schollhorn Co., New Haven, Conn.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., NewYork.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blacksmiths' Vises.
John H. Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Po'keepsie, N. Y.

Bolt and Screw Cases.
J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel.
Griffin Mfg Co., Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Bottle Corkers.
Hugo Reisinger New York.

Bottle Stopper and Opener.
Taplin Mfg. Co., New Britain, Conn.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co.. New York
Standard Metal Strap Co.,New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
The H. H. Mayhew Co , Shelburne Falls, Mass.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Brick Bonds.
The Metal Stamping Co. Niagara Falls, N. Y.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Brooders.
Reliable Incubator & Brooder Company, Quincy, Ill.

Builders' Hardware.
Brass Goods Mfg. Co., Brooklyn, N.Y.
Champion Safety Lock Co , Geneva, O.
John H. Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim, N. H.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Calipers.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carpenters' Tools.
Stanley Rule & Level Co , New York
L. & I. J. White Co., Buffalo, N. Y.

Carpet Sweepers.
National Sweeper Co., Marion, Ind.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing.
Frank Miller Co., New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Cars, "Irish Mail"
Standard Mfg. Co., Anderson, Ind.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Sidewalk Tools.
W. H. Anderson & Sons, Inc., Detroit, Mich.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N. Y.

Chains.
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York.
Fuller Bros., New York.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels.
L. & I. J. White Co., Buffalo, N.Y.
W. H. Anderson & Sons, Detroit, Mich.
Thomson Drop Forge Co., Plantsville, Ct.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
L. & I. J. White Co., Buffalo, N. Y.

Clamps.
Batavia Clamp Co.. Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
J. L. Taylor, Newark, N. J.

Claw Hammers.
Franklin Specialty Co., Reading, Pa.

Cleavers.
John Chatillon & Sons, New York
Goodell Company, Antrim, N. H.
L. & I. J. White Co., Buffalo, N. Y

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars.
A. J. Phillips Co.. Fenton, Mich.
Udell Works, Indianapolis, Ind.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York.

Coffee & Spice Mills.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Lane Brothers Co., Poughkeepsie N. Y.
Sargent & Co., New York and New Haven.

Coke Forks.
Geneva Tool Co., Geneva, O.

Cold Chisels & Punches
W. H. Anderson & Sons, Inc ,Detroit, Mich.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Contractors Tools.
W. H. Anderson & Sons, Inc. Detroit Mich.

Coopers Tools
L. & I. J. White Co.. Buffalo, N. Y.

Copying Processes.
Felix H. Daus Duplicator Co., New York.

Corking Machines.
Hugo Reisinger, New York.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.

Corn Hooks.
Geneva Tool Co., Geneva, O.

Cotton Hoes.
Geneva Tool Co., Geneva, O.

Counterfeit Detectors.
Pelouse Scale & Mfg. Co., Chicago.

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin.
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J.

Cupboard Catches.
Champion Safety Lock Co., Geneva, Ohio.

Cupboard Turns.
Champion Safety Lock Co., Geneva, Ohio.

Curled Hair.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Curry Combs.
John H. Graham & Co., New York
The Metal Stamping Co., Niagara Falls, N. Y.

Cuspadors.
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket.
John Chatillon & Sons, New York
Cronk & Carrier Mfg. Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, Eng.

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

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Cutters, Rod.
Chandler & Farquhar, Boston
Cutters, Wire.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Cutting Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.
Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.
Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Dog Collars and Muzzles.
Alfred Field & Co., New York.
Door Checks and Springs.
Sargent & Co., New York.
Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.
Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.
Drawer Pulls.
Griffin Mfg Co., Erie, Pa.
Champion Safety Lock Co., Geneva Ohio.
Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.
Drawing Knives.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.
Drills, Bench.
Chandler & Farquhar, Boston, Mass. (See Twist Drills.)
Drills, Blacksmiths', Etc.
Sargent & Co., New York.
Dripping Pans.
The Bronson Walton Co., Cleveland, O.
Drop Forgings.
Thomson Drop Forge Co., Plantsville, Ct.
Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa.
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.
Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa.
Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.
Peck Edge Tool Co., Cohoes, N. Y.
Electric Bells and Supplies.
John H. Graham & Co., New York.
Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.
Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Emery Paper and Cloth.
Baeder & Adamson Co., Phila. and New York.
Emery Wheels.
Pike Mfg Co., Pike Station, N. H.
Envelope and Stamp Lubricators.
Pelouze Scale & Mfg. Co., Chicago.
Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.
Export Agents.
John H Graham & Co., New York.
Face Marking Guage.
Mossberg Wrench Co., Central Falls, R. I.
Farm Fencing.
New Jersey Wire Cloth Co., Trenton and New York.
Farming Tools.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Faucets, Metal.
John H. Graham & Co., New York.
Faucets, Wood.
John Sommer's Son, Newark, N. J.
Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
Stewart Iron Works Co., Cincinnati, Ohio
Field Hoes.
Geneva Tool Co., Geneva, O.
Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I
Filters.
Buffalo Mfg. Co. Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
Fire Arms.
Alfred Field & Co., New York.
Hopkins & Allen Arms Co., Norwich, Conn,
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.
Fire Pots.
Clayton & Lambert Mfg. Co., Detroit, Mich.
Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.
Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.
Flint Paper.
Baeder & Adamson Co., Phila. and New York.
Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.
Folding Tables.
Udell Works, Indianapolis, Ind.
Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.
Forgings (Automobile)
Thomson Drop Forge Co., Plantsville, Ct.
Forgings, Carriage.
Columbus Bolt Works, Columbus, O
Forgings (Special)
Thomson Drop Forge Co., Plantsville, Ct.
Frame Pulleys.
Sargent & Co., New York.
Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.
Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Fu nace Shovels.
Geneva Tool Co., Geneva, Ohio.
Galvanized Wire.
Fuller Bros. & Co., New York.
Garden Hoes.
American Fork and Hoe Co , Cleveland, O.
Geneva Tool Co., Geneva, O.
Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Garnet Paper.
Baeder & Adamson Co., Phila. and New York.
Gasoline Arc Lamps.
Standard Gas Lamp Co., Chicago, Ill.
Gasoline Lighting System.
Standard Gas Lamp Co., Chicago Ill.
Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.
Gauges.
The H. H. Mayhew Co., Shelburne, Falls, Mass
Gauges, Adjustable Face Marking
Mossberg Wrench Co , Central Falls, R. I.
Gauges, Butt.
Stanley Rule and Level Co., New York.
Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.
Glass Cutters.
The H. H. Mayhew Co., Shelburne Falls Mass
Glass Water Coolers.
Mississippi Glass Co , New York.
Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.
Grain Cradles.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Grain and Barley Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.
Grass Hooks.
American Fork and Hoe Co., Cleveland. O.
Geneva Tool Co., Geneva, O.
Grates.
Blacklock Foundry, South Pittsburgh, Tenn.
Gummers, Saw.
Henry Disstons Sons, Phila., Pa.
Guns.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hopkins & Allen Arms Co., Norwich, Conn.
Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Halter Chains.
Covert Mfg. Co., West Troy, N. Y.
Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.
Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.
Hand Elevators.
Storm Mfg. Co., Newark, N. J.
Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.
Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira,
Fred. F. Bischoff & Co., Chicago, Ills.
N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.
Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.
Hangers, Parlor Door.
Fred. F. Bischoff & Co., Chicago, Ills.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wi
Lane Bros. Co. Poughkeepsie, N. Y.
Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.
Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York.
Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Harness Dressing.
Frank Miller Co., New York, N. Y
C. L. Hanthaway & Sons, Inc., Boston. Mass.
Harness Oil Blacking.
C. L. Hanthaway & Sons, Inc., Boston, Mass.
Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.
Hasps and Staples.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa
Hatchets.
Peck Edge Tool Co., Cohoes, N. Y.
Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.
Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Hay Fork Pulleys.
John C. Kupferle, St. Louis, Mo.
Header Forks.
Geneva Tool Co., Geneva, O.
Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.
Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.
Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.
Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.
Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.
Horse Clipping Machines
American Shearer Mfg. Co. Nashua, N. H.
Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Neponset, Boston Mass.
Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.
Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio
Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.
Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Ice Chisels.
John Chatillon & Sons, New York.
Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Ice Creepers.
Edwin B. Stimpson & Son, New York
Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W H. Anderson & Sons, Inc., Detroit, Mich.
L. & I. J. White Co., Buffalo, N.
Wm. T. Wood & Co., Arling Mass.
Incubators.
Reliable Incubator & Brooder Co., Quincy, Ill.
Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.
Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.
Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Stewart Iron Works Co., Cincinnati, Ohio.
Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland Ohio.
Stewart Iron Works Co., Cincinnati, Ohio.
Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.
Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.
"Japalac."
Glidden Varnish Co,, Cleveland, O.
Job Lots.
Chas. Weiland, New York.
Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.
Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.
Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.
Lamps, Bicycle.
John H. Graham & Co., New York.
Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.
Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Lawn Rakes.
Geneva Tool Co., Geneva, O.
Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Levels, Adjustable Sheet Steel.
Rollis Hardware Co. New York, N.Y.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Lighting System, Gasoline.
Standard Gas Lamp Co., Chicago, Ill.

Liquid Fillers.
E. E. Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machine Knives.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
C. G. Folsom South Bend Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York
Specialty Mfg. Co. Indianapolis, Ind

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Mica.
Eugene Munsell & Co., New York.

Mica Canopies.
Eugene Munsell & Co., New York.

Mills, Coffee and Spice.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia
Lane Bros. Co., Poughkeepsie, N. Y

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co, New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.

Nail Sets.
John H. Graham & Co., New York
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston. Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport Conn
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
Harrington & Richardson Arms Co., Worcestor. Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport. Conn.

Pocket Cutlery.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste.
Geo W. Huffman, Indianapolis, Ind. and New York.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Potato Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Power Pumps.
The Deming Co., Salem, Ohio.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H. H. Mayhew Co., Shelburne Falls, Mass
The Deming Co., Salem, Ohio.

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Alfred Field & Co., New York.
Wm. Schollhorn Co, New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva O.

Radiators.
Rochester Radiator Co., Rochester, N. Y.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.

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Alfred Field & Co., New York.
Fox Cutlery Co., Canandaigua, N. Y.
Joseph Rodgers & Sons, New York and Sheffield, England.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

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Kampfe Brothers, New York.
Gem Cutlery Co. New York.

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C. E Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark N. J

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolvers.
Harrington & Richardson Arms Co., Worcester, Mass.
Hopkins & Allen Arms Co., Norwich, Conn.

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifflers.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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Berger Bros. Co., Philadelphia.
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Columbus Bolt Works, Columbus, O.

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Stowell Mfg. Co., Jersey City, N. J.

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American Steel Roofing Co., Middletown, Ohio.
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Stowell Mfg. Co., Jersey City, N. J.

Rubberhead Tips.
The Elastic Tip Co., Boston, Mass.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, steel.
Keuffel & Esser, New York, N. Y.

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Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

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Enterprise Mfg. Co. of Pa. Phila., Pa
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Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners.
Champion Safety Lock Co., Geneva, Ohio.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Champion Safety Lock Co., Geneva, Ohio.

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Champion Safety Lock Co., Geneva, Ohio.
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Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

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Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

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Syracuse Chilled Plow Co., Syracuse, N. Y.

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A. J. Phillips Co., Fenton, Mich.

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C. J. Kimball Co., Bennington, N. H.
H. H. Mayhew Co., Shelburne Falls, Mass.
Thomson Drop Forge Co., Plantsville, Ct.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New York.
The Ducharmes Co., Shelburne Falls Mass.

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Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Screw Tips.
The Elastic Tip Co, Boston, Mas.

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Alfred Field & Co., New York.

Scythe Rifles.
Pike Mfg Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O.

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike Station, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H

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J. D. Warren Mfg. Co., Chicago.

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Schwerdtle Stamp Co., Bridgeport Conn.

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Stewart Iron Works Co., Cincinnati, Ohio.

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National Sewing Machine Co. Belvidere, Ill.
New Home Sewing Machine Co., Orange, Mass., and New York City.

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike Station, N. H.

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Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

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American Shearer Mfg. Co., Nashua, N. H.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Sargent & Co., New York.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Ship Carpenters' Tools.
L. & I. J. White Co., Buffalo, N. Y.

Shipping Tags
American M'f'g Co., Battle Creek, Mich.

Shoe Knives.
C. J. Kimball Co., Bennington, N. H

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Blacklock Foundry, South Pittsburg, Tenn.
John C. Kupferle, St. Louis, Mo.

Shoe Polishes.
C. L. Hauthaway & Sons, Inc., Boston, Mass.

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John C. Kupferle, St. Louis, Mo.

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Hopkins & Allen Arms Co. Norwich, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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J. D. Warren Mfg. Co., Chicago, Ill

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Geneva Tool Co., Geneva, O.
L. & I. J. White Co., Buffalo, N. Y.

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Geneva Tool Co., Geneva, O.

Sidewalk Lights.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
Luther Boardman & Son, East Haddam Conn.

Sink Strainers.
F. H. & E. B. Vrooman, Chicago, Ill.

Sinks, Cast Iron.
Blacklock Foundry, South Pittsburgh, Tenn

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

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A. J. Phillips Co., Fenton, Mich.

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Pike Mfg. Co., Pike Station, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike Station, N. H.

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Berger Bros. Co., Philadelphia.

Spading Forks.
Geneva Tool Co., Geneva, O.

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Berger Bros. Co., Philadelphia.

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Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg. Co., Phila., Pa.

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Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

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The Deming Co., Salem, Ohio.

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John Chatillon & Sons, New York

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John Chatillon & Sons, New York.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Squares, Steel.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails.
Eagle Cooperage Works.

Stamps, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.

Staple Pullers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Stay Rollers.
Cronk & Carrier Mfg. Co., Elmira. N. Y.
JohnH. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies.
Armstrong Mfg. Co. Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Wate and Gas Tools.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston Mass.

Steel.
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel Letters and Figures.
Schwerdtle Stamp Co., Bridgeport, Conn.

Steel Measuring Tapes.
Keuffel & Esser, New York.
L. S. Starrett Co., Athol, Mass.

Steel Roofing.
American Steel Roofing Co., Middletown, O.

Steel Rules.
L. S. Starrett Co., Athol, Mass.

Steel Skips.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils.
Schwerdtle Stamp Co., Bridgeport, Conn.

Step Ladders.
Udell Works, Indianapolis, Ind.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Stone Hooks.
Geneva Tool Co., Geneva, O.

Stone Working Tools.
W. H. Anderson & Sons, Inc Detroit, Mich.

Store Fixtures.
J. D. Warren Mfg. Co., Chicago.

Store Trucks.
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Store and Warehouse Trucks.
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Stoves, Alcohol.
Glogau & Co., Chicago, Ill.

Stove Polish.
Joseph Dixon Crucible Co. Jersey City, N. J.
Nickel Stove Polish Co. Chicago, Ills.

Stove Trimmings.
Fanner Mfg. Co., Cleveland, O.

Straightening and Cutting Machine. (Wire.)
F. B. Shuster Co., New Haven, Conn.

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Ames Sword Co., Chicopee, Mass.

Street Hoes.
Geneva Tool Co., Geneva, O.

Strops, Razor.
Alfred Field & Co., New York.

Sugar Beet Tools.
Geneva Tool Co., Geneva, O.

Sugar Kettles.
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel.
Henry Disston & Sons, Inc., Philadelphia. Pa.
Sargent & Co., New York.

Table Cutlery.
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Tack Pullers.
John H Graham & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Tags, Shipping.
American M'f'g Co., Jackson, Mich.

Tailors' Shears.
R. Heinisch's Sons Co., Newark, N. J.

Ten Cent Specialties.
Ooser Mfg. Co., Jersey City, N. J.

Thistle and Dock Diggers.
Geneva Tool Co., Geneva, O.

Tinners' and Roofers' Supplies.
Berger Bros. Co., Philadelphia.

Tin and Terne Plates.
American Sheet and Tin Plate Co., Pittburg, Pa.

Tinners' Snips.
R. Heinisch's Sons Co., Newark, N.J.

Tool Chests and Cabinets.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York.
American Tool Chest Co. New York, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York.
North Bros. Mfg. Co, Philadelphia, Pa.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.

Towel Rolls.
Udell Works, Indianapolis, Ind.

Toys, Iron.
Arcade Mfg., Co. Freeport, Ills.

Transom Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Traps, Rat and Mouse.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Trouser and Skirt Hanger.
Pullman Mfg. Co., Rochester, N. Y.

Trowels.
Henry Disston & Sons, Philadelphia.
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John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tube Expanders.
Ajax Mfg. Co., Pittsburg, Pa.

Tubes, Seamless Drawn.
American Tube & Stamping Co., Bridgeport, Conn.

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American Tube and Stamping Co. Bridgeport, Conn.

Tubular Lanterns.
C. T. Ham Mfg. Co., Rochester, N.Y.

Turnbuckles.
Columbus Bolt Works, Columbus, O.

Tuyere Irons.
John C. Kupferle, St. Louis, Mo

Twist Drills.
C. E. Jennings & Co., New York.

Typewriters.
Hammond Typewriter Co., New York

Valves, Pump.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.

Varnishes.
Glidden Varnish Co., Cleveland, O.
E. E. Nice, Philadelphia, Pa.

Vases, Iron Flower.
Stewart Iron Works Co., Cincinnati, Ohio.

Veneer Ties.
The Metal Stamping Co. Niagara Falls, N. Y.

Ventilating Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.

Ventilators.
Berger Bros. Co., Philadelphia.

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Walworth Mfg. Co., Boston, Mass.

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Wagon Scales.
Osgood Scale Co., Binghamton, N. Y.

Wall Ties.
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Columbus Bolt Works, Columbus, O.

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Voss Bros. Mfg. Co., Davenport, Iowa
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Water Coolers
Buffalo Mfg. Co., Buffalo, N. Y.

Water Motors.
Specialty Mfg. Co. Indianapolis, Ind.

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John C. Kupferle, St. Louis, Mo.

Wheelbarrows.
Bryan Mfg. Co., Bryan, Ohio.
Syracuse Chilled Plow Co., Syracuse. N. Y.

Window Screens and Doors.
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Wire Gates, Fences and Fencing
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Enterprise Foundry & Fence Co., Indianapolis, Ind.

Wire Goods Manufacturers.
J. E. Bolles Iron and WireWorks Detroit, Mich.
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Buffalo Wire Works Co., Buffalo N. Y.

Wire Lathing.
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Wire Machinery.
F. B. Shuster Co., New Haven, Conn

Wire, Market.
Berger Bros. Co., Philadelphia.
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Wire, Music.
Alfred Field & Co., New York

Wire Nails.
Fuller Bros. & Co., New York.

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John Chatillon & Sons, Conn. York.

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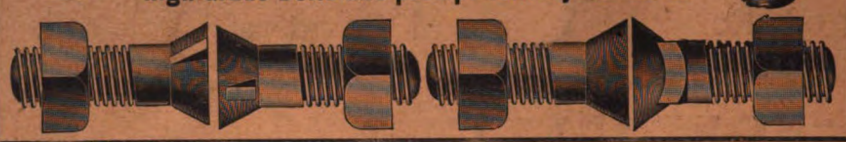
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